



The



CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

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NOVEMBER 2, 1935

Annual Subscription (with
Diary) 20/- Single Copies 9d.

Standardised & Guaranteed



'Allenburys' Natural Halibut-Liver Oil is the perfect halibut-liver oil. Compare its odour, taste and colour with any other on the market, and you will agree.

It is manufactured in our own laboratories.

It is standardised and guaranteed:

VITAMIN A - 60,000 units

VITAMIN D - 2,500 units
per gramme

YOUR CUSTOMERS
WILL PREFER 'ALLENBURYS'
NATURAL HALIBUT-LIVER OIL

In bottles, 2/- and 3/6

In capsules, tins of 28, 2/6

Ask for Bonus Terms

The showcard illustrated
is supplied free.

Allen & Hanburys Ltd.
London, E.2

Telephone: Bishopsgate 3201 (12 lines)
Telegrams: "Greenburys Beth London"

A MONOPOLY for Pharmacists



The
Mercuric Iodide
content
limits the sale
to
Pharmacists only

SPECIAL TERMS
are available
send to
PARKE, DAVIS & CO.,
50, BEAK STREET,
W. I.

PHENOMENAL DEMAND



JUVIGOLD TABLETS
are attractively
packed in three sizes

3/- 5/-

AND

12/-

Send for full details
of Juvigold and look
out for further an-
nouncements.

Our announcement a fortnight ago has created great interest. Judging from the enquiries from chemists all over the country it would seem that the profession wholeheartedly endorses our view that the new Juvigold Tablets will still further increase the already great popularity of Juvigold.

USUAL WHOLESALER OR DIRECT

THE MIDDLESEX LABORATORY OF GLANDULAR RESEARCH LTD., 21 Farringdon Av., London, E.C.4

Telephone: Central 1901

Telegrams · Glandoc, Lud, London

THE YEAR'S BIGGEST TRADE SUCCESS

A A

HAX

PERFUMES



TWELVE PERFUMES

Eau de Cologne.	O'Desire.
O'Divine.	O'Delusive.
Lavender.	Honeysuckle.
Gardenia.	Violet.
Jasmin.	Sweet Pea.
Lilac.	Rose.

Sample Phials, Boxed Doz.	16/- doz.
Do. in Bakelite case do.	24/- doz.

Bottles as illustration.

$\frac{1}{4}$ oz. Packed doz.	- -	4/- doz.
$\frac{1}{2}$ oz. Packed half doz.	- -	8/- doz.
1 oz. Packed Single box	- -	16/- doz.
2 oz. do.	- -	28/- doz.
4 oz. do.	- -	52/- doz.
8 oz. do.	- -	84/- doz.
16 oz. do.	- -	168/- doz.

Order to-day from your Wholesaler.

EDWARD HACK, Ltd.
 73 to 78 High Holborn, London, W.C.1
 Holborn 1000, 6000, 9000.



The best way to see and order for Christmas!

Read this letter—
YOU will be equally
delighted when you visit
COTY HOUSE



YOU can have no better way of ordering your Coty Christmas lines than to see them all attractively displayed in our beautiful Adams Salon. Visit Coty House—you will be given a warm welcome. Our new Christmas show material will also be on display for your selection.

COTY (ENGLAND) LTD.,
COTY HOUSE,
3, STRATFORD PLACE, W.1.
Telephone: Mayfair 7244-49.

GARNER & POPE, LTD.

198, HAVERSTOCK HILL,
HAMPSTEAD, N.W.3

Oct. 23rd, 1935

Dear Mr. Valli,

I was delighted to see your display of Perfumes and Coffrets at Coty House this year.

It really surpasses everything you have attempted in previous years.

The whole range of your Perfumes and Gifts is displayed in such artistic groups that it makes Christmas buying a delightful experience and so easy.

What better evidence of appreciation can you have than my order which, you may have noted, is double last year's.

However, we are certain to sell it all—thanks to your consistent advertising and the public's appreciation of Coty's Products.

The car you sent for me was very much appreciated and a great saving of time.

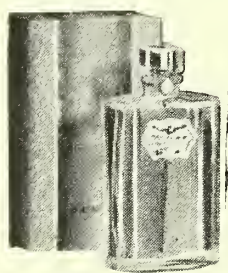
With best wishes,

Yours sincerely,

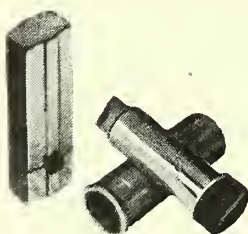
p.p. Garner & Pope, Ltd.

4

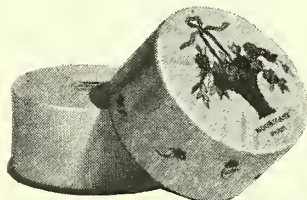
important facts concerning Houbigant creations



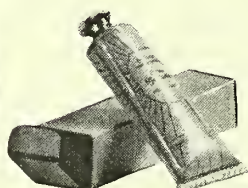
PARFUM
QUELQUES FLEURS
4/9 8/- 11/-
etc...



INDELIBLE LIPSTICK
" EN BEAUTÉ "
3/- and 4/6



FACE POWDER
QUELQUES FLEURS
1/6 2/6 4/6



VANISHING CREAM
" EN BEAUTÉ "
QUELQUES FLEURS
Tubes : 1/- and 3/-



CREAM ROUGE
" EN BEAUTÉ "
" a genuine innovation in
the art of make-up "
4/3



DRY ROUGE
" EN BEAUTÉ "
2/3

1° HOUBIGANT Preparations are manufactured exclusively in FRANCE, at NEUILLY-SUR-SEINE, near PARIS;

2° HOUBIGANT Preparations are prepared and packed under the personal supervision of their creators;

3° HOUBIGANT Preparations are the object of a powerful national advertising campaign in

VOGUE - SKETCH - TATLER

BRITANNIA & EVE - EVERYWOMAN'S - NASH'S

GOOD HOUSEKEEPING - WOMAN & HOME - WOMAN & BEAUTY

PICTUREGOER - FILM WEEKLY

4° HOUBIGANT Preparations are obtainable from your usual Wholesaler, or direct from

PARFUMERIE HOUBIGANT

19, Rue du Faubourg Saint-Honoré, Paris

THE PERFUMERY MARKETING CO.

Princes House

190, PICCADILLY, LONDON

will be pleased to reply to any enquiry

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[Continued overleaf.]



QUALITY PRODUCT

USED AND RECOMMENDED BY
THE MEDICAL PROFESSION.

This is a product worthy of your consideration—a really modern antiseptic and pain killer. It is a most powerful germicide for every purpose. It is neatly packed—makes an excellent window show and is used and recommended by the medical profession.

NALGO ^{THE} ANTISEPTIC

You can recommend this product with every confidence. Your recommendation will ensure repeat and regular orders for this line. It retails at 10½d. and 1/6d. per bottle and shows an excellent margin of profit. We will gladly send you free on request a full-size sample bottle with explanatory literature.

HOUGH, HOSEASON & Co. LTD.

MANUFACTURING CHEMISTS

MANCHESTER 3.



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When you tender for **Disinfectants**

to Hospitals, Public Institutions, Local Councils, &c.

REMEMBER that

BURT, BOULTON & HAYWOOD LTD. Managers to
 the **PRINCE REGENT TAR COMPANY, LTD.**
 give you special terms for contracts.

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water, Co-efficients 10/12, 18/20, 20/22, 24/26.

Lysol B.P. Quality. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.

Carbolic Sheep Dips, approved by the Ministry of Agriculture under the Sheep Scab order.

Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

SAMPLES AND PRICES ON APPLICATION TO

PRINCE REGENT TAR COMPANY, LTD.

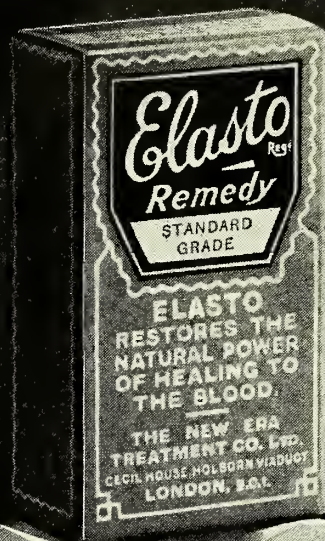
(Managers: BURT, BOULTON & HAYWOOD, LTD.)

BRETENHAM HOUSE, WELLINGTON STREET, STRAND, LONDON, W.C. 2
 Phone: Temple Bar 5801 (5 lines) Telegrams: "Burboul, Rand, London."

A Biological Remedy: In Tablet Form
for Veins, Arteries and Heart

for

- VARICOSE VEINS
 - VARICOSE ULCERS
 - ECZEMA, PILES
 - HEART TROUBLES
- HIGH BLOOD
PRESSURE, Etc.



ELASTO

**A LIVELY DEMAND EVERYWHERE FOSTERED
BY CONSISTENT ADVERTISING**

**STILL MORE EXTENSIVE
ADVERTISING NOW
BEING PLANNED**

Obtainable through your Wholesale
House. Further particulars, show-
cards, &c., from the proprietors.

Day by day—year by year—people throughout the country see Elasto advertising. Every week shows bigger sales. Thousands of chemists, realising that Elasto is a non-competitive line are recommending this highly successful product to all customers suffering from Varicose Veins, Bad Leg and all circulatory disorders, and doing a brisk repeat business. Our large scale advertising will move your stock with greater speed if you will show Elasto on your counter or in your window. Take your share of this better class trade now!

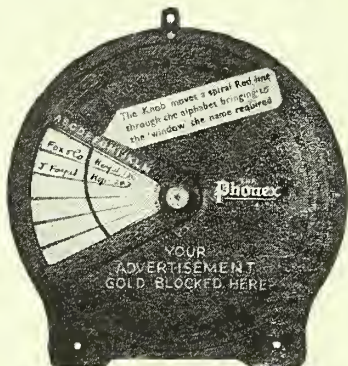
SHOW ELASTO — IT SELLS ON SIGHT!

RETAIL 5/- PER BOX
(One Month's Supply)

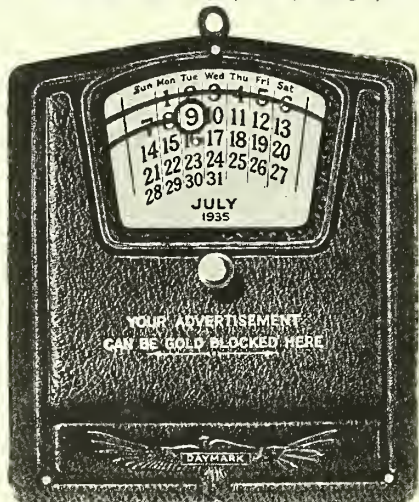
WHOLESALE 45/- A DOZ. P.A.T.A.

THE NEW ERA TREATMENT Co. Ltd.,
(DEPT. C.D.), CECIL HOUSE, HOLBORN VIADUCT, LONDON, E.C.1

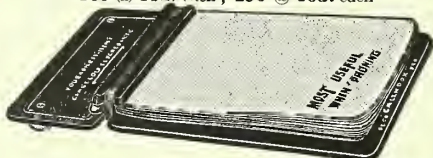
Goodwill time will soon be here!
ADVERTISING GIFTS help to
 establish **GOODWILL**
NEW suggestions of practical
 utility



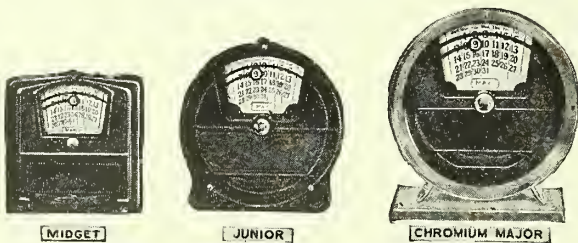
THE PHONEX: 100 @ 1/5 each; 250 @ 1/4 each



THE NEW DAYMARK DATE CANCELLING
 CALENDAR fitted with twelve tear-off month sheets.
 100 @ 11d. each; 250 @ 10d. each



DESK PAD: 100 @ 11d. each; 250 @ 10d. each
 Gold blocking 1 1/2d. each. 7/6 Die, Brass Type



[MIDGET]

[JUNIOR]

[CHROMIUM MAJOR]

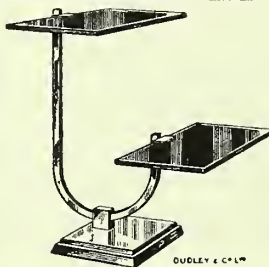
MANY OTHER SUPERIOR MODELS IN
 BAKELITE AND CHROMIUM

Write for complete list

CALENDON LTD.

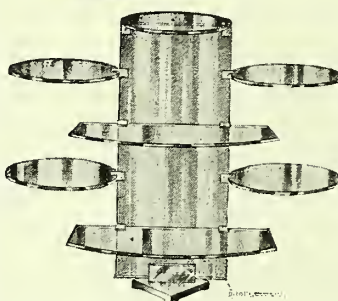
91 PETTY FRANCE, WESTMINSTER, S.W.1

Dudleys for Display Fittings



No. C.D.F. 5278
**MODERNISTIC
 DISPLAY STAND**

Suitable for high-class display. Chromium Plated throughout. Complete with 2 Black Shelves. Height 12 ins. Size of Shelves 9 x 5 ins.
12/- each.



No. C.D.F. 5513
**INVISIBLE UNIT
 DISPLAY STAND**

Of very attractive appearance. Centre glass is 18 x 8 ins. and is fitted with five 8 in. circles and two bow-front shelves, size 15 x 5 ins. Complete with Chromium Plated clips and base.
23/- complete.

Send for our Catalogues Nos. CD 1600 & CD 1615.

DUDLEY & COMPANY, Limited

451 Holloway Rd., London, N.7. 'Phone: Archway 1616.
 City Showrooms: 65 FIVE STREET, E.C.2

CHEMIST SIGNS

**BUY DIRECT FROM
 THE MAKERS**

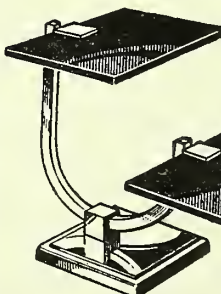
ILLUMINATED FROM 65/-
 NON-ILLUMINATED FROM 47/6

**SEND FOR ILLUSTRATED CATALOGUE
 SCINTILLATING SIGN SERVICE**

68^A COLEBROOKE ROW
 ISLINGTON N.1

TELEPHONE CLERKENWELL 1310

AN ATTRACTIVE DISPLAY STAND for XMAS WINDOWS



No. 2969 C.P.
 Chromium Plated with 2 Black Glass Shelves, size 8 x 5 ins. Overall height, 12 ins. 13/3 each
 "Clements" Display Stands are used in the "Chemist & Druggist" Model Window Display.

Carriage paid in England and Wales on orders of 5/- and over.

Write for Free List containing details of many other attractive stands.

**CLEMENTS, NEWLING
 & CO., LTD.**

95 & 96 Wood St., London, E.C.2

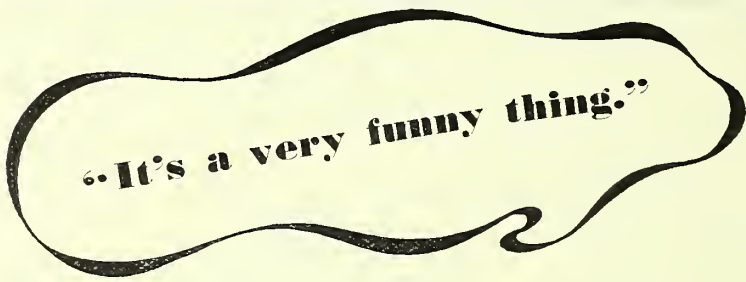
NAT. 5511 (5 lines)

WARNING

It has been brought to the attention of The Crookes Laboratories that certain manufacturers are offering halibut liver oil to the retail trade with the assertion that such is actually Crookes' Halibut Liver Oil.

The Crookes' Laboratories wish to make it perfectly clear that such statements are absolutely false and that Crookes' Halibut Liver Oil is sold only in the packings with the green label guarantee, of specified vitamin value, with which the retail trade is familiar.

THE CROOKES' LABORATORIES
(BRITISH COLLOIDS LTD.)
PARK ROYAL, LONDON, N.W.10



“It's a very funny thing.”

It's a funny thing but when one desires to write an advertisement about his own goods or service he must speak very modestly about them. If he doesn't, the general tendency is to disbelieve his statements. So any attempt to write with honest pride or enthusiasm is misconstrued as an exaggerated claim and classed as a lot of “eye wash.” And in these days of such ridiculous and high-faluting claims in advertising, I'm afraid that in many cases it is only too true.

Far too many advertisers with their “stunt” methods are actually destroying the very thing they are anxious to build up, and that is, the trust and confidence of the buyer. Look how many of them through their advertisements are almost going on their bended knees and saying “Please will you buy.” It's alright, of course, so long as they have plenty of money to throw about, but advertising has to do more than sell goods. If it is done efficiently it will sell those goods economically and help to create confidence in them.

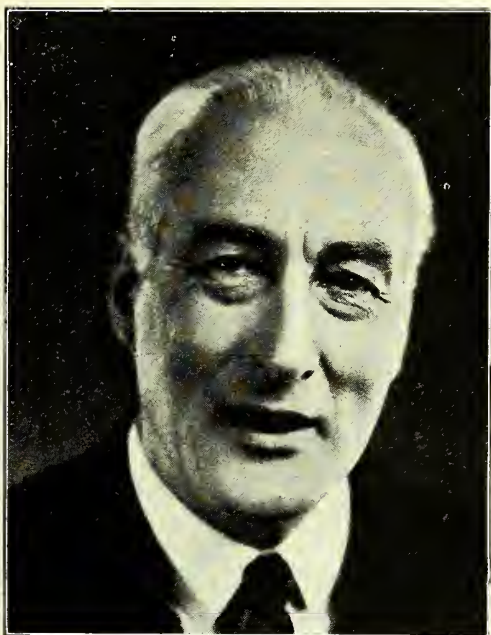
However, the world of business appears to be settling down and acknowledging a duty and a square deal to both buyer and seller, which is more successful than bellowing a lot of “bally-hoo” into the ears of the buyer.

Having tried out these sensible and sincere methods of doing business along with many other well-known business houses, we know which is the most profitable. There are so many products and services that are worthy of a certain amount of enthusiastic expression, and I want to say quite frankly that ours is one of them.

I make no bones about that statement because I am consoled with the fact that you yourself can readily *prove* its truth and sincerity. It is not my intention, however, to say a lot of wonderful things about our work, because there are no supermen at our place, neither are we the best printers in the land. But an ever-increasing number of business men keep on telling us how much they appreciate our helpfulness, and that we are producing some jolly good printing for them.

Waide's the Printers

THOMAS WAIDE & SONS LTD, PRINTERS & LITHOGRAPHERS, KIRKSTALL HILL, LEEDS 5



MAW'S ARE PROFESSIONAL SUNDRIES PACE- MAKERS TOO!

MAW is concentrating more than ever on repackaging and presentation of recognised professional sundries.

There are newly styled cartons for Maw Surgical Dressings, new modern packages for Maw Ointments, Maw Nursery Powders, Maw Feeders, Soothers, and Teats, Maw Corn Plasters, etc.

There are fine counter merchandisers for Sickroom Earthenware, Sickroom Sundries, Syringes, and the Drip Feed Lamp series, too. There are new Display Units for Clinicals, Pessaries, and Dental Discs, well styled, compact, aptly worded, and very effective.

Maw Professional lines are only distributed through recognised channels. See the latest range when the Maw Representative is next in your locality.

- | | |
|---------------------------------|---------------------------|
| ● MAW SURGICAL DRESSINGS | ● MAW PACKED GOODS |
| ● MAW PLASTERS | ● MAW NURSERY POWDERS |
| ● MAW OINTMENTS | ● MAW ORTHOPAEDIC SERVICE |
| ● MAW FEEDERS AND SOOTHERS | ● MAW SICKROOM REQUISITES |
| ● MAW DRIP FEED LAMP SERVICE | ● MAW SILVERPAK SERVICE |
| ● MAW DISPENSING BOTTLE SERVICE | ● MAW SURGICAL SUNDRIES |

★ P.S.—Maw Christmas Merchandise is still breaking all records!

MAW OF LONDON

PROFESSIONAL SUPPLIERS OF REPUTE

S. MAW, SON & SONS, LTD.—7/12 ALDERSGATE STREET, LONDON, E.C.1

*An Outstanding
and Unique
Profit Maker*



SELLS AT
ONE
SHILLING
PER
TABLET

Packed in
Boxes of
3 TABLETS
and Special
Display Cartons
of 12 TABLETS

The response of the Public to the preliminary advertisements of the "La Toja" Daily Press Campaign has exceeded all expectations. Thousands of free samples have been distributed and Chemists in all parts of the Country are daily receiving demands for "La Toja" —the unique Toilet Soap.

The new Display Cartons, printed in full colour, form striking counter displays, and the attractive "La Toja" Showcards are now available, together with Booklets giving information regarding the full range of "La Toja" Products for distribution to the public.

Every effort is being made to send customers to your shop —see that you hold ample stocks to meet the demand.

La-Toja
THE NATURAL MINERAL SALTS
Toilet SOAP

Remember "La Toja" is an absolutely unique Toilet Soap, entirely British Made, and contains the curative salts of the famous springs of La Toja Spa in Northern Spain, which are a specific for Eczema, Psoriasis, Acne, Dermatitis, Dandruff and all Skin Irritations.

"La Toja" Toilet Soap gives you a clear 33½% profit margin and is a line you can push with confidence—Big Sales and Handsome Profits are assured. If you are not already stocking send your order without delay.

AJOTAL LIMITED
16, WOODSTOCK ST., LONDON, W.I.
Telephone: MAYFAIR 6139

get rich quick?

No wonder the South Sea Bubble burst over England. No wonder there is such a thing as the Lotteries Act. We all prefer to become millionaires overnight rather than acquire our wealth slowly and steadily.



The sober fact remains—a solid foundation to one's business is worth all the glittering get-rich-quick schemes. Take, for example, the Harriet Hubbard Ayer preparations. They are preparations of extreme purity, each with a clear-cut task in the care of the skin. But no miracles are promised to women. No fortunes are prophesied to you who sell them.

In spite of this unusual modesty, the increase in the sales of Harriet Hubbard Ayer preparations is very big. Those who stock them find their turnover grows a little larger every day. Those who use them find that their skin really is responding to this sensible and honest treatment.

And, although personal recommendation is probably our greatest asset, please remember that our advertising acts as a gentle, gracious reminder all the year round.

BY LILLIAN S. DODGE

President of

HARRIET HUBBARD AYER LTD.

Beauty Preparations

130 Regent Street London W1

NEW YORK · PARIS · MONTREAL

Frozoclone

REGD.

THE ORIGINAL SOLID EAU DE COLOGNE

in the beautiful Christmas
Presentation Casket supplied
gratis with both the large
and small sizes + +

LARGE SIZE 3 ¹/₆ 28/- per doz. P.A.T.A.

SMALL SIZE 2/- 16/- per doz. P.A.T.A.



Carnate



Produces a natural
brilliant polish
Waterproof and
Antiseptic

The renowned NAIL POLISH in the NEW
exquisite pink "BEATL" container with screw cap

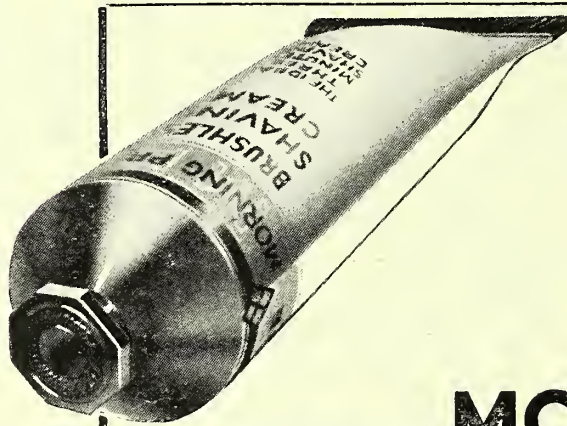
RETAIL 1 ¹/₉ 14/- per doz. P.A.T.A.

R. DEMUTH'S LABORATORIES

Phone : Maida Vale 5340 68 SALUSBURY ROAD & MONTROSE AVENUE, N.W.6

NEWS *about the new brushless*

SHAVING CREAM



*Extensive Advertising Campaign and
£350 Competition ensures success.*

On December 7th in the great National Daily newspapers, in the Weekly journals and in Monthly magazines there will appear the first of a great series of advertisements for 'Morning Pride' Brushless Shaving Cream. The news of this immense contribution to shaving comfort and hygiene will penetrate throughout the land. Backed by showards and display, a live new market will be born as if overnight; and to make certainty certain, there will be an introductory public competition for £350 worth of prizes. Get in stocks of 'Morning Pride' and prepare for a great sales drive.

WINDOW DISPLAY COMPETITION

1st PRIZE £30. 2nd PRIZE £20. 3rd PRIZE £10
and 50 £5 prizes.

The above prizes will be awarded to the retailers who submit photographs of a window displaying 'Morning Pride' Brushless Shaving Cream. Showcards, cartons and display material and particulars obtainable on enquiry from the Distributors.

MORNING PRIDE

REGD.

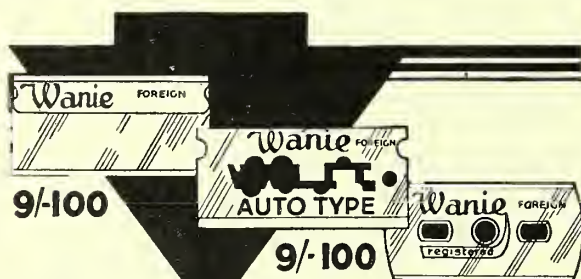
THE RAZOR READY BRUSHLESS SHAVING CREAM

PRODUCT OF FAIRY DYES LTD., PHARMACEUTICAL DEPT.

For particulars of attractive Initial Order terms write

SOLE DISTRIBUTORS · FASSETT & JOHNSON LTD

86 CLERKENWELL ROAD, LONDON, E.C.1



WANIE

The Blade for Every Razor!

Send for Samples to Dept. G.D.

**LONDON & PROVINCIAL
FACTORS, LTD.**

146 THEOBALDS ROAD, W.C.1

and at

16 WITHY GROVE, MANCHESTER

Enquiries from Irish Free State invited

Wholesalers are invited to apply for Trade Terms

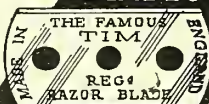
8/-GROSS

3/6
GROSS

**BRITISH
BLADES**

HAND
HONED

TIM



GARDINER & CO. (THE SCOTCH HOUSE) LTD.

1, 3, 5 Commercial Rd., London, E.1

Phone: BISHopsgate 6751

PROTECTIVE CLOTHING

of Every Kind; Moderate Prices

Garments well tailored

COATS. Long (as illus.) White Drill, 5/11, 7/6, 9/6, 12/6. Khaki, 5/11, 6/11, 8/6, 9/6, 13/6. Grey, 7/6, 9/6, 11/6. Black, 14/6.

JACKETS. White Drill, 4/6, 5/6, 7/11. Grey, 6/11. Khaki, 7/6, 9/11. Black Poplin, 12/6.

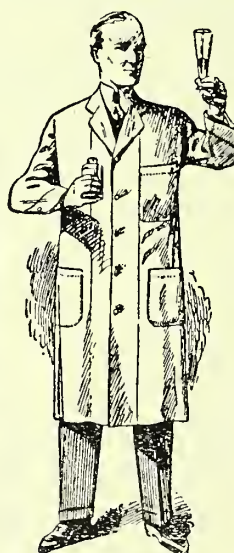
DENTISTS' COATS. Button on Shoulder, Three-Quarter length, Fine White Drill, 12/6, 14/6, 16/6.

LADIES' COATS. Crossover Style, with belt. White, 5/11, 7/11, 10/6. Khaki, 8/11. Coat style, with belt. White, 8/11, 10/6, 12/6. Any colour or design to order. Patterns and illustrated price list on application.

Special Prices for Quantities

Special attention to Post Orders. State Chest Measure and height. Orders for 20/- post free. Cash refunded if not approved. If not A/C, goods sent C.O.D. or on approved reference.

Branches throughout London



**Punch
Radio Times
Daily Mail
Daily Express
Daily Herald
The Times
Daily Telegraph
Evening Standard
Sunday Times**



Don't Fail to Take a Hand-

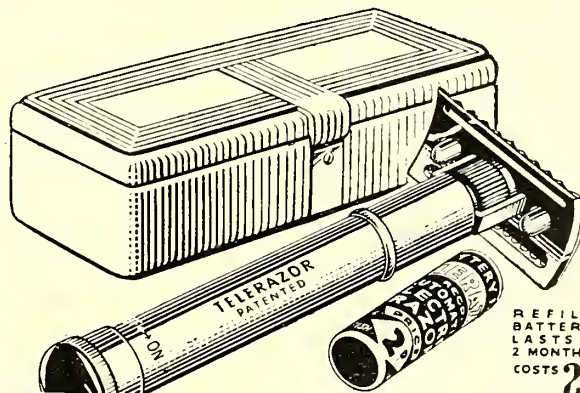
**Sunday Express
The Bystander
The Tatler
The Countryman
Passing Show**

**NATIONAL ADVERTISING
COMMENCING**

NOV. 21st

IMPRESSIVE National Advertising that is going to change eventually the shaving habits of every man An entirely self-contained electric safety razor that gives a really enjoyable and satisfying shave in half the usual time Exquisite packing for a quality article priced to tempt every man and to satisfy the gift-giving instinct of every woman these are the trump cards that are now being dealt. It's up to you to take a hand!

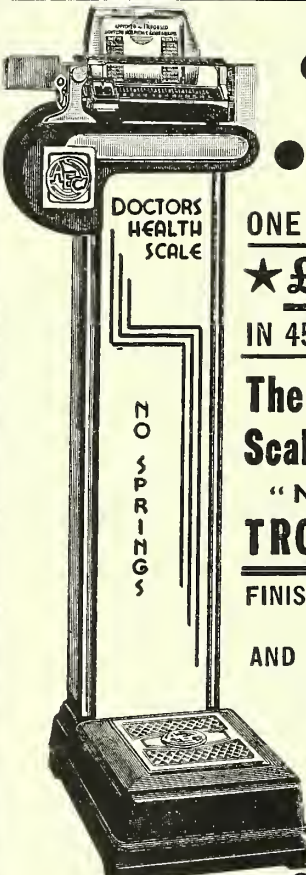
15^{/-}
RETAIL



The Automatic-Electric
TELERAZOR

Ask your wholesaler for full particulars, show-cards and literature. In case of difficulty write direct to: **Norma Technical Products Ltd.**
Balfour House, Finsbury Pavement,
London, E.C.2. Telephone National 8838.
Telegrams: Normaco, Ave, London

Read.



DOCTORS' HEALTH SCALE

• SUCCESS •

• ACHIEVED •

ONE SCALE GROSSED

★ £40-13-4 ★

IN 45 WORKING DAYS

The Ideal Scale for Chemists

"NO SPRINGS"

TROUBLE FREE

FINISH WHITE VITREOUS ENAMEL

AND CHROMIUM PLATE

Height 4'

Base 1' 8" × 11"

12 MONTHS TO PAY

CASH £30

ONE WEEK'S TRIAL TO APPROVED CUSTOMERS

CUT OUT AND POST NOW

£32-10-0

AUTOMATIC MACHINE Co. Ltd.

HONG KONG WORKS, WEMBLEY

PLEASE FORWARD TO:—

ADDRESS

★ One Doctors' Health Scale packed free, on one week's trial on the understanding that in the event of non-purchase I will return the machine to Wembley carriage paid, and forward to you the money earned during the trial period.

THE

'ACCOSON'

TRADE MARK

"EASY SET"

the Clinical with the highest reputation

Accoson "Easy Set" are the most scientifically accurate thermometers made. Patented over 30 years ago, they are still the finest thermometers obtainable and are chosen by all discriminating Doctors

- No trouble in shaking down
- Clear reading
- Lifetime Accuracy

When next ordering Clinicals ask your Wholesale House to supply **'ACCOSON'** made

Customers name engraved on back of thermometers at no extra cost

NOW SUPPLIED IN INDIVIDUAL CARTONS

Obtainable from all leading Wholesale Houses

A. C. COSSOR & SON (THERMOMETERS) LTD

ACCOSON WORKS VALE ROAD

FINSBURY PARK LONDON, N.4

An invaluable protection
after Sprains or Fractures

VIC

Patent No. 410258

WRIST SUPPORT

Essential for use after the removal of splints.
Popular with all sportsmen and sportswomen
for its economy and reliability.

PRICE 9^d EACH

Stocked in Natural, Flesh and Tan, by all leading Wholesalers.
Sole Manufacturers: **GROUT & CO. LTD., London, E.C.2**



SOUTHALLS

SANITARY
TOWELS

You need only stock
the full range of
Southall's Sanitary
Towels to satisfy the
needs of all of your
customers.

- The "ORIGINAL" and most popular.
- The "CELTEX" soluble, easily disposed of.
- The "K" made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED" for travelling. A very popular line.

SOUTHALLS (BIRMINGHAM) LTD.



So popular have Blue Gillettes become, so rapidly have they conquered the market, that the success of the new 'Christmas Pack' is already assured.

A whole year's shaving comfort in one box—40 Blue Gillettes (8 of the usual packets of 5) packed in a gaily coloured carton for 10/- (Trade Terms as usual for Gillette Blades)—a most appropriate man's gift!

At the beginning of December the striking advertisements shown here will announce the Christmas Pack in the leading National and Provincial papers (see list). All over the British Isles the Christmas Pack will be in demand. Everywhere Gillette dealers will profit by this new idea. Make it a greater profit still—order your stocks now.

A postcard to the address below will bring you one of the special show stands for window and counter display.

NATIONAL PAPERS

Daily Mail Daily Herald
Daily Express News Chronicle

EVENING PAPER

Evening Standard

PROVINCIAL PAPERS

Birmingham Mail Edinburgh Ev. Dis.
Manchester Ev. Glasgow Ev. News
Chronicle Belfast Telegraph
Liverpool Echo Irish Independent

WEEKLY PAPER

Punch

GILLETTE INDUSTRIES LTD., 197-207 CITY ROAD, LONDON, E.C.1

dependability....



CHLORAMINE PESSARIES

Zonite brand Pessaries are receiving increasing recognition and recommendation from physicians as a really safe and dependable contraceptive, besides being widely prescribed for many inflamed and infected conditions of the vagina. Employing the powerful antiseptic action of Chloramine in a non-toxic and non-caustic form, Zonite Pessaries in no way irritate or harm the delicate vaginal tissues or adnexa. Their non-greasy base makes them clean and practically imperceptible in use.

As a result of convincing literature and samples being sent to approximately 8,000 doctors and 14,000 nurses and midwives to popularise still further the use of this dependable contraceptive, the public demand for Zonite Pessaries is growing considerably. Offered to the Chemist at 16 to the dozen for initial orders, they prove a profitable and quick-selling line. Full particulars from Fassett & Johnson, Limited, 86, Clerkenwell Road, London, E.C.1.



Free from all
greasy
substances.

*A small, very attractive
display card is sent free
with every order.*

MANUFACTURED BY THE MAKERS OF 'ARGYROL'



THE
"MATER"
CLINICAL REGD.
The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

**ALL TYPES OF
CLINICAL
AND OTHER
THERMOMETERS**

**PERKEN, SON
& CO. LTD.**
(ESTABLISHED 1852)

Price List on Application:—
**94 HATTON GARDEN,
LONDON, E.C.1**
Telephone: 0724 Holborn
Telegrams: "Optimus, Smith, London."

REGISTERED **Reliance** TRADE MARK

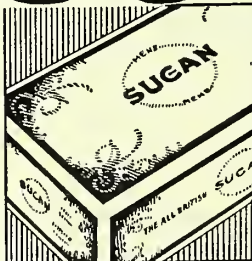
A Trade Mark of proved standing
which is behind every seamless moulded

HOT WATER BOTTLE

YOU PURCHASE FROM US

See samples and compare value—direct
or through your usual wholesaler

RELIANCE RUBBER COMPANY LTD.
CREMORNE WORKS, LOTS ROAD, LONDON, S.W.10



SU-CAN

The Popular
MODERN, SOLUBLE
HYGIENE

Rapidly taking a leading place in
the minds of modern womanhood,
on account of its extreme comfort
and instant disposability. Persistent-
ly advertised the whole year through.

ROBINSON & SONS LTD. CHESTERFIELD & LONDON



The Truth about Iodine Lockets

FOR THE PREVENTION OF
COMMON COLDS, INFLUENZA, and other
GERM COMPLAINTS

When Dr. Goodfellow, in the autumn of 1932, after years of experimental work, put on the market his Iodine Lockets (but not until they had been successfully tried out privately and in the Council Schools of Cumberland), he apparently gave to the world a very fruitful idea.

Very soon a horde of imitators flooded the country with cheap, and very often worthless, imitation *Iodine Lockets*. In our small museum we have collected over 30 types, but not one of them is made on the correct principle of controlled diffusion.

Doctors do not patent anything that may be for the public good, and Dr. Goodfellow observes the highest traditions of his profession. He even refuses to accept any profit or gain, directly or indirectly, in any form whatsoever, from the manufacture or sale of his invention.

We (James Pearson, Ltd.) manufacture the lockets and other iodine devices under the personal supervision of Dr. Goodfellow, and we have been obliged for the protection of the public to register the word "Xodo."

It is no part of our policy to decry the wares of others. The only fear we have is that the sale of so many cheap, worthless imitations may bring the whole idea of iodine protection into disrepute, and also the chemists who sell them.

Our lockets are not advertised to cure anything. Prevention is Dr. Goodfellow's aim. Does iodine really help us? No unprejudiced person could read the thousands of unsolicited testimonials that have been received without being convinced of their efficacy.

Here is a letter received last month from A. Greaves & Son, Ltd., who have now sold over 7,000 of our lockets, and Mr. S. C. Greaves has kindly given us permission to print it.

To James Pearson, Ltd.,
Brampton, Chesterfield.

Market Place, Chesterfield,
September 23rd, 1935.

Dear Sirs,

We are urgently requiring fresh supplies of your Iodine Lockets. Please send nine dozens to-day if possible.

You may be interested to know that history is repeating itself. As you are aware, we have sold considerable numbers of your lockets during the summer, but early this month our sales began to jump just as they did last autumn. People who have been wearing these lockets realize that now is the time to have them replaced with new ones, and many who have never had them think the change of seasons is a suitable time to begin. For your information, we expect we shall be wanting at least 12 dozens every week during the autumn and winter.

Most of our customers tell us of the benefits they have received. There are, of course, some failures, but their number is insignificant by comparison. The continued popularity of Dr. Goodfellow's "Xodo" Iodine Locket is proof, we think, that it possesses remarkable power to ward off infection and improve the general health. We should know something of its merits, for we have sold many thousands over the counter and by post, and we never handled a new line with greater satisfaction to our customers and ourselves.

With all good wishes for the coming season.

Yours sincerely,

A. GREAVES & SON, LTD.

(Signed) S. C. GREAVES, Managing Director.

Write to us for full particulars of the original and only genuine "Xodo" Iodine Locket.

They retail at 2s. each. We also make a small pendant which retails at 1s. Both of them make very profitable lines for enterprising chemists. Showcards, artistic display counter-boxes, dummy cards, and literature free. All postage paid. Sole Manufacturers:—

JAMES PEARSON LTD.

(C.D.1) Oldfield Laboratories,

Brampton :: :: Chesterfield

A
good
product
like

Flexoplast
Regd.

Flexible

PLASTER DRESSING
always
REPEATS

!

Flexoplast on your counter
makes extra sales and profits.
Its obvious value in the home,
with motorists and sportsmen,
is quickly recognised.

Obtainable in 3d., 6d. & 1/- tins

From all Wholesale Houses

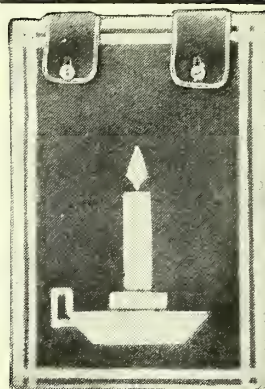
Publicity matter direct from the Manufacturers:—

EDWARD TAYLOR LTD.
MONTON, Lancashire

Established 1847

GLASGOW - BIRMINGHAM - LONDON

T.F.60



NOW!

IS THE TIME TO SELL
THE

"GOOD NIGHT"

HOT WATER BOTTLE

COVER

(Registered Design)

Made of a soft fleecy cloth which is
comforting to touch. Available in
three colours—blue, pink and green:
these beautiful covers are made
to fit the standard 12 x 8 bottles.

Price 8/- doz.

From Wholesale Houses

SPENCER BROS., LONDON, E.C.4

XMAS
Decoration!

Make this Xmas a bumper
Year!—start planning your
Displays and Decorations
NOW! King's are offering,
Free of Charge, a really useful
Catalogue showing a complete,
new and effective range of
Modern Display materials.

GET RESULTS

With the use of correct
materials you can build all
sorts of striking and effective
Shows! This Catalogue con-
tains 44 coloured pages of
brilliant suggestions and ex-
amples of exactly the Right
material needed to achieve an
efficient, quick-pulling Display!
Fill in, and Post the Coupon
Now for a copy of this
magnificent Catalogue.

J. C. King, Ltd.

42-60

GOSWELL ROAD,
E.C.1

Tel.: Clerk. 2316



for
successful
DISPLAY

this

Xmas

Please forward a copy of your 44-page
Xmas Catalogue, List No. 1530 CD.

NAME

ADDRESS

A
complete
range of
striking materials

The best Gift of all . . . ?

The Gift of Good Health!

. . . . and here it is

Entirely original
and offering an all-
the-year-round "best
seller" in seasonable
guise.

3-Bottle
Gift Carton
of

CONCENTRATED
L.B.W.
(Trade Mark).

(The original blend of Concentrated
Lemon Barley Water).

Selling at 5/3

Trade price as usual

16/- per dozen

(Four 3-Bottle Cartons)

Usual Quantity Discounts



This attractive Gift Carton is printed in green and red on white. It contains three 1/9 bottles of L.B.W. Four of these Cartons are packed in one outer.



Supplies now obtainable from your wholesaler. If any
difficulty write to: L.B.W. Ltd., Newcastle-on-Tyne, 1



Electric light—always the most economical form of lighting when Mazda Lamps were used—is now more economical than ever.

MAZDA

GASFILLED
COILED-COIL
LAMPS

Pearl, Clear and Opal—
200-260 volts

40 watts

60 watts

75 watts

100 watts

at the same prices as ordinary gasfilled lamps.



WITH THE WONDERFUL
NON-SAG FILAMENT

produce up to 20% more light with no extra cost for lamp or current.



3594

MADE IN ENGLAND BY
THE BRITISH THOMSON-HOUSTON CO. LTD

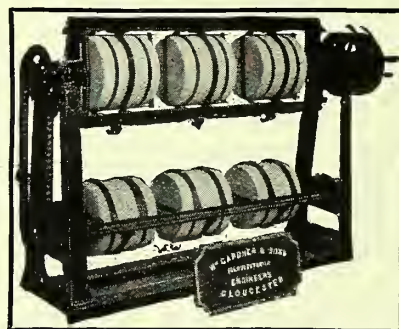


In a few days
thousands
will be **AT WAR**
with **Rats & Mice**

Are you prepared for this important national campaign for the destruction of rats and mice which will be a topic of all the leading newspapers and will be substantially backed with press advertising? If you have not already done so order supplies at once, for NATIONAL RAT WEEK begins on November 4th. You can sell RODINE with absolute confidence. Rodine has again and again been proved the most effective ratcide available. Retails in tins at 7½d., 1/3, 2/6 and 5/-.


**NATIONAL
RAT WEEK** begins
NOV. 4th
*You can
sell* **RODINE**
Sole Manufacturers
THOMAS HARLEY, LTD., Rodine Works, Perth, Scotland

GRIND
YOUR
OWN
FINE



CHEMICALS WITH
GARDNER'S
BALL OR PEBBLE MILLS

These Gardner Mills will reduce wet or dry materials to any fineness desired, without attention and on very low power. They are made with plain metal, lined with Porcelain, Silica or Rubber, or with Porcelain Pots, Steel or Porcelain Balls or with Pebbles.

Various sizes are made, in one or more cylinders, for reducing and mixing any number of different materials. A six-chambered Porcelain pot mill for fine Chemical powders, paste and solutions is shown above. Advice on correct plant, gratis and with pleasure.

WM. GARDNER & SONS (Gloucester) LTD.

Phone : 2288 (2 lines). **BRISTOL RD., GLOUCESTER** Grams : "Gardner, Gloucester."

London Office : 19 Gray's Inn Chambers, 20 High Holborn, W.C.1.
Phone : Chancery 7347

● The new Bob Martin Advertising Campaign began on October 24th. In this series of advertisements, the most powerful and compelling ever put out for a dog-medicine, world-famous authorities on dogs emphasise the need for regular weekly conditioning. Thousands of owners in your district who only conditioned their dogs occasionally, will now do so regularly every week. Tie up with Bob Martin Advertising—use Bob Martin display material and get your share of this regular business “*Three times a day, two days a week, give your dog his Bob Martin’s: this, and only this, is regular conditioning.*” That is the theme of current Bob Martin Advertising. It is changing what was once a casual duty to a regular weekly habit. The result must be increased sales for you.

BOB MARTIN’S

tasteless condition powders

BOB MARTIN LIMITED · UNION STREET · SOUTHPORT · LANCs.

It pays to Buy **QUALITY LAMPS**

SIEMENS
PEARL or OPAL
ELECTRIC LAMPS

WITH COILED-COIL FILAMENTS

GIVE UP TO

20% MORE LIGHT
AT NO EXTRA COST

OBTAINABLE WHEREVER ELECTRIC LAMPS ARE SOLD

Advt. of SIEMENS ELECTRIC LAMPS AND SUPPLIES LIMITED. 38/39, Upper Thames Street, London. E.C.4.



THE POPULAR PAIR
FOR LIGHT WITHOUT GLARE
BRITISH MADE

Ready for Delivery

Stock up with these NOW

ELECTRIC TORCHES AND BULBS
with English Batteries
Prices quoted are complete

For Attractive Trade Terms
Write Headquarters—

PIFCO, LTD.
Shudehill, Manchester
or
150 Charing Cross Rd.,
London, W.C.2

No. 1585A 3/11⁰

No. 1740A 1/6⁰

No. 1705A 6 1/2⁰

No. 1741A 10 1/2⁰

No. 1586A 4/11⁰

No. 1129A 10 1/2⁰

No. 1125A 10 1/2⁰

No. 1641A 10 1/2⁰

When your customers
ask for

"KEFF"

They want

KEPHALDOL

BRAND

TABLETS

Advertising with a
unique and different ap-
peal is now appearing in
the National Press.

Special Bonus during
November of 7 for the
price of six and 14 for
one dozen in the new
display outer

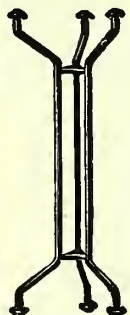
From all Wholesalers or Sole Distributors

SANGERS L^{TD.}

EUSTON ROAD, LONDON, N.W.

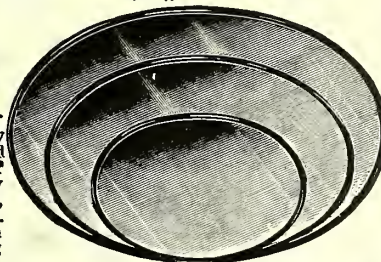
KEPHALDOL LABORATORIES LTD.
13 SOUTHAMPTON STREET, W.C.1

KING'S FOR SHOPFITTINGS



Ref. No. H 3249 Round Section Metal Display Pedestals, fitted with Rubber Studs at Top and Bottom. Stocked in the following sizes:—

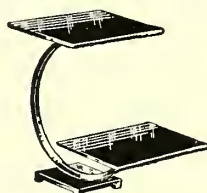
Height	Brown Bronze Finish	Chromium Plate Finish
9-in.	1/3 each	2/6 each
12-in.	1/6 "	3/- "
15-in.	1/9 "	3/9 "
18-in.	2/3 "	4/6 "
21-in.	2/9 "	5/3 "
24-in.	3/3 "	6/- "
30-in.	3/9 "	7/6 "



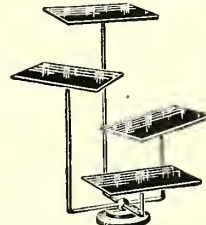
Ref. No. OK 256 First Quality Clear Glass and Black Opal Glass, Display Ovals, 1/4" thick, polished edges. Stocked in the following sizes:—

Size	Clear Glass	Black Opal Glass
9" x 5"	1/4 each	1/5 each
10" x 7"	1/5 "	1/6 "
12" x 9"	1/6 "	1/9 "
14" x 10"	2/2 "	2/8 "
16" x 9"	2/6 "	3/- "
18" x 12"	3/6 "	4/3 "
20" x 15"	4/- "	5/3 "
24" x 18"	5/9 "	7/3 "

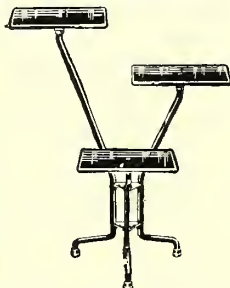
We will be pleased to forward our complete catalogue of Pharmacy Fittings No. 1013. Post Free on Application.



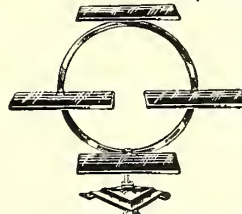
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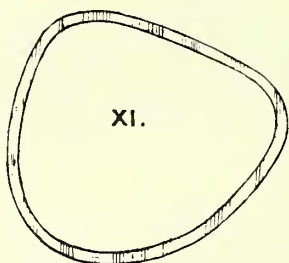
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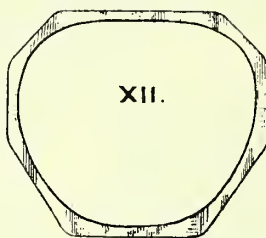
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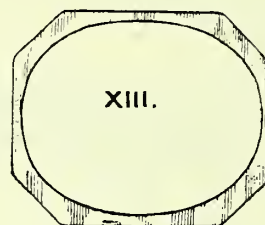
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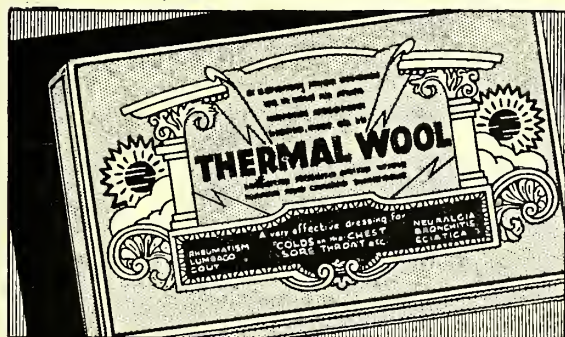
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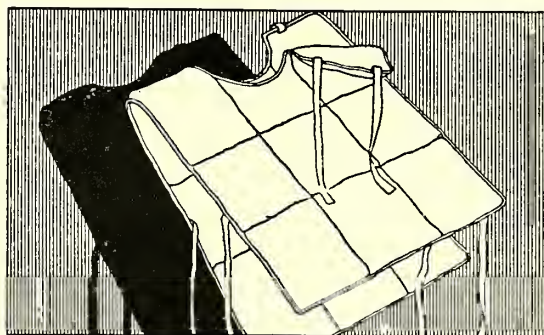
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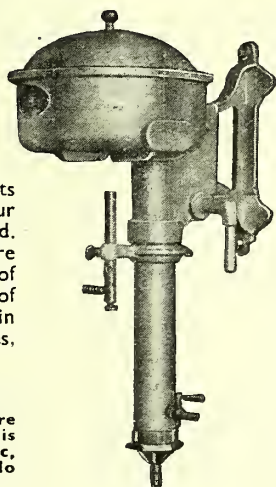
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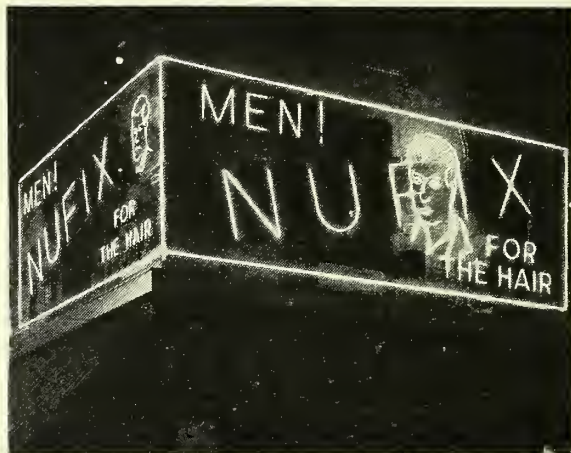
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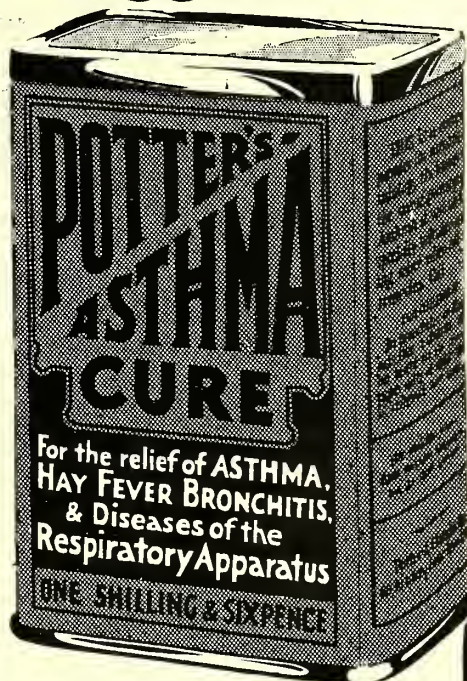
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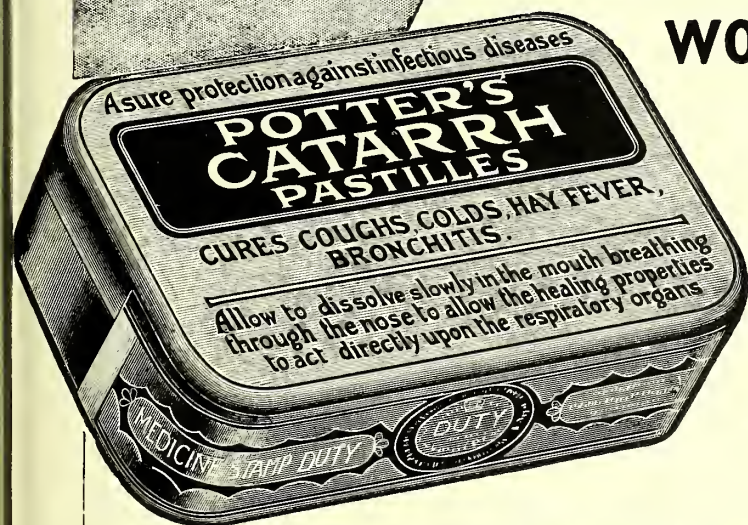
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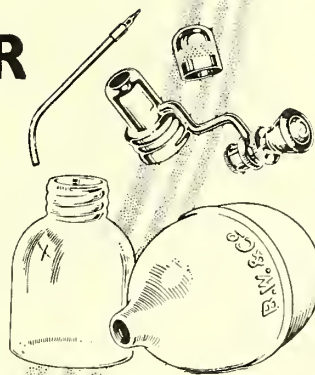
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News of the Week

Trade Sanctions Against Italy

An Order in Council, dated October 25, 1935, prohibiting the giving of credit to any person or firms in Italy, was put into operation by H.M. Treasury on October 29, 1935. From that date till further notice it will be illegal to sell and despatch goods to Italy unless full payment for same has been received by the exporting firm prior to shipment.

A further Order in Council, dated October 25, 1935, prohibits the export from this country to Italy of, among other unwrought metals, the following: Aluminium, chromium, manganese, nickel, tin, titanium, tungsten and vanadium and alloys containing any of these metals. Aluminium oxide, ferro-molybdenum, ferro-silicon, raw rubber, including crepe, rubber latex, waste, scrap and reclaimed rubber. This Order prohibiting exports came into operation on October 26, 1935.

International Society of Medical Hydrology

The International Society of Medical Hydrology has this year held its annual meeting in Belgium. Following the usual practice, the chief activities took place in a university town whence the company dispersed to visit various spas. The meeting opened with a reception at the Hotel Metropole, Brussels, on October 12, followed the next day by an assembly at which Dr. Timbal, Délégué du Ministre de l'Intérieur et de Hygiène at the Faculty of Medicine in Brussels, introduced the new president, Professor Rene Wybauw, formerly physician at Spa. This function was followed by a discussion on "The Action of Carbonic Acid Baths on the Peripheral Circulation." In the physiological section, Dr. Marcel Wybauw studied the effects of these baths on the normal subject. In the clinical section, Dr. Guillaume discussed the subject in another aspect. In the afternoon the company was entertained in the new University buildings erected in 1929.

The scientific meetings and discussion on the three following

days, at Brussels and at Spa, were taken up almost entirely with chemical, physical and medical aspects of peloids. A comprehensive account of these media appeared in THE CHEMIST AND DRUGGIST of June 29, 1935. Professor Scherbakov of Belgrade described the composition and use of the limans in South Russia. The limans are a type of mud produced beneath the salt lagoons formed in recent geological periods, on the northern coasts of the Black Sea, soon after the formation of the Bosphorus, as a result of the flooding of river and other valleys. The limans themselves are layers of black mud deposited beneath the top bed in these salt lakes. They are further characterised by the presence of micro-organisms acting as a ferment. These limans are often applied to the whole body while the patient reclines in the sun. Professor Pisani of Firenze described the volcanic muds of Italy, and Dr. Lenoche of Czechoslovakia the mineral muds. The report of the committee dealing with the chemical and physical aspects of peloids was submitted by the chairman, Dr. S. Judd Lewis, and the Society adopted standard methods of chemical analysis and physical investigation for use by chemists and others concerned. These will be published in full in forthcoming numbers of the "Archives of Medical Hydrology."

The company was entertained by the City of Brussels at a banquet held in the Vieux-Brussels section of the Exhibition, and then conducted to witness the exceptionally brilliant illuminations in the principal avenues in the grounds. At Spa the visitors were conducted through the works where 5,000,000 bottles of the Spa water are dispatched annually. The last discussion of the meeting was held at Ostend an hour or so before departure for home. It embodied a paper on "Marine Therapy" by Dr. W. G. Willoughby of Eastbourne, who showed that the meteorological data on which medical men have to depend for their advice are often very misleading. For example, the "mean annual temperature" of a district is said to be 50° F., but whether it is the mean between

0° and 100° F. or between 40° and 60° F. is not stated. Curves showing the daily minima and maxima would be much more valuable. Knowledge of the annual rainfall is less instructive than a chart exhibiting the days and the hours of the day when rain fell.

Sessional Events

At the thirty-seventh annual meeting of the Eastbourne and District Branch of the Pharmaceutical Society Mr. H. C. Browne was re-elected *President* for the sixteenth successive occasion. Mr. G. C. Harmer was elected *Vice-President*, and the Secretary (Mr. D. Marchant) was reappointed.

The Warwickshire Branch of the National Pharmaceutical Union resolved recently to support the "Chemists' Friends" scheme. A subcommittee was appointed to take any necessary action. It was decided to notify to the N.P.U. the opinion of the Branch that a minimum profit of 25 per cent. should be a condition of the proposed agreement. The "Out-of-Friends" scheme was also adopted.

The Middlesbrough and District Pharmacists' Association and Branch of the National Pharmaceutical Union, at a meeting on October 15, Mr. J. W. Moffitt (president) in the chair, discussed the "Chemists' Friends" scheme. A proposition to support the scheme, providing some means is obtained to deal with non-supporters among retailers, was carried. A resolution was approved to oppose absolutely any alteration in the terms for N.H.I. dispensing fees.

At a meeting of the Stockport and District Branch of the Pharmaceutical Society of Great Britain held recently, Dr. J. Graymore (Stockport College) opened a discussion on the new regulations of the Pharmaceutical Society, with special reference to the registration of apprentices. Many points of doubt were clarified. Reference was made to the successes obtained by students of the Stockport College, which include: C. R. Clowes, Manchester Scholarship; E. Pedley, Leverhulme Scholarship; C. E. Waterhouse, Bronze Medal of the Society.

The annual meeting of the Torquay and District Branch of the Pharmaceutical Society was held on October 23, Mr. C. Huxtable (chairman) presiding. The annual report and financial statement were adopted, and the following officers elected:—*Chairman*, Mr. A. H. Williams; *Vice-Chairman*, Mr. W. K. Godfrey; *Treasurer*, Mr. E. Quant; *Secretary*, Mr. T. D. Evans; *Executive*, Mrs. Hunt, Messrs. Huxtable, Baker, Clarke, Richards, Wyatt and Austin. Mr. Huxtable and Mr. Dunsford, who represented the Branch at the Belfast Conference, spoke of the cordial hospitality they had received. Mr. Dunsford dealt at length with the new educational policy. The stringent educational measures proposed would, he said,

soon be unnecessary. Lack of facilities for part-time study at approved institutions would tend to discourage prospective apprentices.

Bedford

Chemists came from as far afield as Harpenden, Luton, Woburn Sands and Hitchin on October 23 to listen to a lecture by Mr. W. Deacon (member of the Council of the Pharmaceutical Society) on "X-Rays in the life of to-day." Although a larger room than usual had been booked at the Cadena Café, Bedford, the unusually large audience, which included dentists, opticians and engineers, rendered an "overflow" meeting necessary. The chairman, Mr. A. W. Morgan, introduced Mr. Deacon, who proceeded to demonstrate, by means of lantern slides, the progress made in the use of x-rays for medical, dental, veterinary, technical and commercial purposes. His humorous sallies were much appreciated, and he was roundly applauded at the conclusion. After an interval for refreshments, Mr. Deacon answered a number of questions and then proceeded to present the prizes of books given by the branch to the following successful students attending the Bedford and Luton Technical Schools for Preliminary Scientific students:—Mr. W. J. Wright, physics; Miss A. V. M. Dyson, botany; Mr. J. W. Hadgraft, Mr. B. Browning (shared), chemistry; Mr. Pedder, physics; Mr. H. B. Hill, chemistry; Mr. Tubb, botany. The principal of the Bedford Technical School, who was present, was thanked by the chairman and by Mr. Cheeseman for his untiring interest in the pharmaceutical students. In reply he said he was convinced the Society had made a mistake in altering the regulations for the Preliminary Scientific examination, and that considerable hardship would be experienced by apprentices.

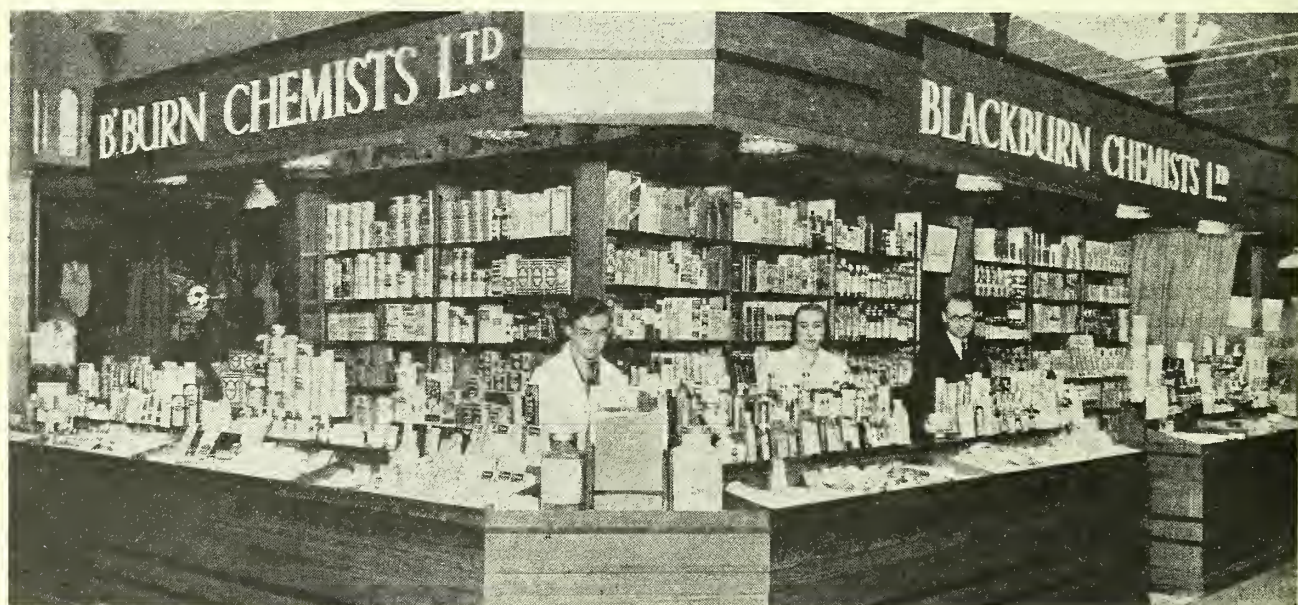
Birkenhead

At a meeting of the local photographic association, on October 23, Mr. W. H. Miner, chemist and druggist, gave a lecture-demonstration on the finishing of prints by the removal of blemishes and shading to obtain a better picture.

A meeting of panel chemists was held on October 23 to discuss the proposals put forward by the National Pharmaceutical Union in regard to the National Health Insurance contracts for 1936. After discussion, it was decided to accept the proposals. Other items relating to N.H.I. work were brought forward by chemists and explained by the chairman, Mr. T. Stephen Jones.

Birmingham

At Birmingham Police Court, on October 24, Ernest P. Freeman (41), Cowes, was committed for trial, on bail, on charges of having obtained drugs and other goods by false pretences.



THE NOVEL PHARMACY OF BLACKBURN CHEMISTS, LTD., IN THE NEWLY CONSTRUCTED COVERED MARKET HALL, BLACKBURN. THE DISPENSING IS DONE IN A ROOM IN THE CENTRE OF THE STALL. PROPRIETARY GOODS ARE DISPLAYED ON OPEN SHELVES AND COUNTERS.

The raising of the school-leaving age to fifteen was advocated by Mr. F. J. Stratton, staff manager of Lewis's, Ltd., and opposed by Alderman R. H. Hume (chairman of the higher education subcommittee of the Birmingham Education Committee), at a luncheon of the Birmingham Rotary Club, recently.

A photograph of Bosbury Old Court appearing in a recent issue of the "Birmingham Post" evoked a letter from Miss Blanche E. Thompson, M.P.S., formerly chief dispenser at the Priory, who referred to its tenure by her great-uncle, Mr. Richard Hickman (a brother of Dr. Henry Hill Hickman, English pioneer of anaesthesia).

A letter which appeared in "The Birmingham Mail" over the signature of an Acocks Green pharmacist contains the following passage:—"After twenty-five years as a shopkeeper in the suburbs of Birmingham I am quite convinced 8.0 should be the closing time on Saturdays. Very little business is done after 8.0. The proprietor would save lighting and the assistant health. I am sure the public does not want the extra hour."

Kingston-on-Thames

A two-reel silent film was an attraction at a meeting at the Radnor Restaurant, Fife Road, Kingston-on-Thames, on October 29, when Dr. Stanley White lectured on "Immunology" to the Thames Valley Pharmacists' Association and Branches of the Pharmaceutical Society and National Pharmaceutical Union. The first reel of the film, the only one ever produced illustrating the preparation of biological products, traced the manufacture of diphtheria antitoxin from the initial "swab" taken from the patient's throat, through the stages of transferring to a "plate" of agar, "fishing out" the diphtheria colony, incubating for twelve days in a flask of prepared bouillon, adding to prepared horse serum, precipitating and dialysing, to the final concentration and packing. Dr. White described the dramatic success of the first use of scarlet fever antitoxin in England at a Liverpool hospital (after he had personally received it from America), when physicians were startled by the recovery of a case considered hopeless. Slides were shown illustrating many aspects of preventive medicine, some in actual colours, and the lecturer talked in current medical language of "bugs," "positive Schicks," "I.A.M.'s," etc. In particular, the contrast of a "malignant" diphtheria bacillus colony, appearing like a giant sunflower, with the less organised "mitis" bacilli, made a deep impression. Of more sentimental interest was the photograph of a thirteen-year-old horse from the biological stables at Parkedale, thirty miles from Detroit (U.S.A.), veteran supplier of tetanus serum. The second half of the film preceded question time. The chair was occupied by Mr. C. J. Palmer (Twickenham).

Liverpool

At the Liverpool School of Pharmacy, on October 17, an address on "The Fat-soluble Vitamins" was given to members of the Old Students' Association by Dr. Eddisbury of Liverpool University.

At the opening meeting of the Liverpool Section of the Society of Chemical Industry at Liverpool University on October 25, the chairman (Professor C. O. Bannister) presented the Leverhulme prize for 1935 to Mr. R. H. Roberts, a student at the University. Mr. W. A. Damon (Chief Inspector of Alkali Works) read a paper on "The Alkali Act and its Relation to Chemical Industry."

A party of London chemists, organised by the South-Eastern Associations, visited the Liverpool and Runcorn laboratories of Evans Sons Lescher & Webb, Ltd., on October 24. The visitors were met on the previous evening by representatives of the house and escorted to the Adelphi Hotel, where they were entertained by the firm. A visit to the Liverpool laboratories to observe processes of drug grinding and the manufacture of pills, capsules and tablets preceded the journey to Runcorn, where lunch was served, Mr. T. Edward Lescher presiding. After lunch the party visited the stables and witnessed the inoculation and bleeding of horses. The manufacture of liver extract was fully explained in the chemical laboratory, where estimations of mercury in mercurochrome and of iron in collagen were also to be seen. In the antitoxin department, diphtheria antitoxin and toxoid were being made, and Shick testing for susceptibility to diphtheria and Dick testing for

scarlet fever were being carried out. Great interest was taken in the physiological laboratories and in a demonstration of the Friedman test for pregnancy, the standardisation of post-pituitary, digitalis and strophanthus.

A meeting of Liverpool panel chemists, held at the Royal Institution on October 25, Mr. J. L. Hirst in the chair, discussed the terms submitted by the Ministry to the National Pharmaceutical Union. After the proposed terms had been explained, Mr. Wood (Wallasey) complained that chemists were being paid for National Health Insurance dispensing at a full-time rate of £2 per week, whereas they paid assistants £4 per week and more. He asked why Scottish chemists were able to obtain better terms, and stated that tablets were priced in the tariff at a rate corresponding to chemists' cost price for small quantities. The chairman tentatively moved that the terms of the new contract for a period of five years be accepted, and was supported by Mr. R. Clitherow. Mr. W. E. Humphreys wanted the Government to give some undertaking that the considerable surplus carried forward to next year would not be appropriated for other purposes. Mr. Martin Hughes claimed that the cost of living was not reduced and that the terms offered were not satisfactory. Mr. France referred to the hardship of being compelled to give twelve continuous hours of daily service in addition to service during the early closing day and Sundays. Mr. Russell pointed out that dispensing at all institutions, etc., was limited to a fixed number of hours. After Mr. W. H. Clubb and the chairman had replied to the various comments the following resolutions were carried *nem con.*:—"That whilst appreciating and recognising the efforts of the N.P.U. Executive, the meeting is of opinion that the present payment for N.H.I. dispensing is insufficient, and deplores the Ministry's refusal to guarantee better payment to chemists." "That the terms of the new contract for a period of five years be accepted."

London

The opening meeting of the present session of the North London Pharmaceutical Association was held at the Islington North Library on October 22, the vice-president (Mr. C. W. Andrew) in the chair in the absence of the president (Mr. W. E. Swanston). Various points arising out of correspondence included the "Chemists' Friends" scheme, co-operative societies and the National Health Insurance terms. The election of officers for the ensuing year resulted as follows:—*President*, Mr. C. W. Andrew; *Vice-President*, Mr. G. A. Steel; *Secretary*, Mr. Herbert Skinner; *Treasurer*, Mr. G. F. Weiss. Of three vacancies caused by resignations, one was filled by Mr. H. C. Broad, the other two being left open. Mr. J. W. Haynes gave an address on "Some Experiences in Salesmanship." He stressed a thorough knowledge of the article to be sold and a closer study of the buyer's response. An interesting discussion followed.

At Tower Bridge Police Court, on October 29, Coleman Romain (29), salesman, Jack Stevens (27), tobacconist, Israel D. Lubranietsky or Lewis (25), perfumer, and Benjamin Meadows (28), tobacconist, were charged on remand with conspiring together, and with others not in custody, to cheat and defraud such persons as might be induced to part with goods on credit to D. Lewis, trading as a wholesale grocer and chemists' sundriesman at 175 Borough High Street (C. & D., October 26, p. 496). Mr. Maxwell Turner appeared for the prosecution, and all the accused were defended by Mr. Bernard Simmonds. Mr. Charles B. Saunders, secretary to Wrigley (Sales), Ltd., Tottenham Court Road, W.1, gave evidence of transactions between Lewis and his company, which eventually took proceedings but could not serve the writ. Lewis still owed them £21. Mr. Charles E. Ahearn, assistant credit manager to Colegate-Palmolive-Peet, Ltd., gave similar evidence. Mr. Archibald R. Withey, traveller to the same company, stated that he had made unsuccessful attempts to see Lewis at Lambeth Walk. A further remand on bail was ordered.

For the fourth successive year the National Association of Women Pharmacists joined the Western (London) Pharmacists' Association and Branch of the Pharmaceutical Society in an opening meeting of the session. At Stewart's Restaurant, 50 Old Bond Street, London, W.1, on October 30, Mr. N. G. Harris, M.D., D.P.M., addressed a large and appreciative audience on "The Value of Psychology in Medicine." He sketched the development of modern medical knowledge, and showed how treatment had become correspondingly complex,

such branches as physio-therapy and, most recently of all, psychology being called into existence. He referred to witchcraft and the "bedside manner" as early instances of unscientific psychological "treatment" and credited Freud with being the originator of modern psycho-therapy. The importance of the subject was, he said, evidenced by *post-mortem* examinations of lunatics, which revealed an apparently normal brain. Many such cases would have been curable, and certainly preventable, if more had previously been known of the "sub-conscious," one of three mental states of which the other two were the "conscious" and the "preconscious." Subconscious experiences could be recalled by an effort of will, but preconscious only by "free association" involving an external stimulus. In practically all cases functional neuroses resulted from inability to face up to the realities of life. Attempts to escape a state of tension resulted in "mental mechanisms" which from simple beginnings developed, in abnormal conditions, into nervous disorders. Examples of such mechanisms were "rationalisation," or finding an extraneous cause for one's actions; "projection," or attributing others with one's own irritability or other characteristic; and "repression." The aim of all psychological treatment was to induce the subject to face reality, a common method being hypnotism. Conditions having an organic origin could not be cured, said the lecturer, and the future of psycho-therapy would be in preventive rather than in curative medicine. A vote of thanks was proposed by Miss E. Blundell on behalf of the women pharmacists, seconded by Mrs. Irvine, who remarked she was pleased the speaker had reassured them that psychology could be "handed out with a bottle of medicine"—she had come in fear that psycho-therapy would banish the need for medicine; and supported by Mr. E. C. Evans on behalf of the Western pharmacists. With the speaker on the platform were the president of the Western pharmacists (Mr. David T. Jones) in the chair, the vice-president (Mr. P. D. Goodwin), the secretary (Mr. Clifford Evans) and Miss E. Blundell.

Norwich

In a survey of the year's activities of the Norwich and District Branch of the Pharmaceutical Society at the annual meeting on October 21, Mr. J. F. Collin (chairman) commented on improved attendance at the meetings. Several instructive addresses had been given, and a dance in aid of the benevolent fund had realised £14. Mr. Davies gave a report of his attendance at the British Pharmaceutical Conference, and especially mentioned the scheme for educating public bodies to employ qualified pharmacists. The report of the education subcommittee stated that a full-time course for the Preliminary Scientific examination would be available at the local Technical Institute as from September 1936. The "Chemists' Friends" scheme was discussed at some length; although all present supported the scheme, the hope was expressed that firms of sufficient standing would join to ensure a monetary advantage. The following officers were elected for the coming year:—*Chairman*, Mr. J. F. Collin; *Vice-Chairman*, Mr. W. J. Lacey; *Secretary*, Mr. W. L. B. Coleman.

Sheffield

Mr. H. Antcliffe has been elected vice-chairman and Mr. A. H. Culverhouse treasurer of the local branch of the Pharmaceutical Society.

Mr. C. P. Gilbert, who has been elected chairman of the Sheffield and District Branch of the Pharmaceutical Society, is a director of J. Gilbert Jackson, Ltd., and a nephew of the late Mr. J. Gilbert Jackson. He served his apprenticeship with his uncle at Sheffield. During the war he spent four years in the Army, most of the time as a dispenser on hospital ships and ambulance transport. Mr. Gilbert is vice-chairman of the Pharmaceutical Committee and also a member of the local committee of the National Pharmaceutical Union.

Miscellaneous

IN THE COURTS.—At Blackburn Police Court, on October 24, Jessie Morland (50) was fined 10s. in each case for obtaining two sums by false pretences. It was stated that Morland said she represented Boots, Ltd., and, believing her, householders bought soap and other goods.

WINDOW-DRESSING COMPETITION AWARDS.—In a window-dressing competition held at Shrewsbury, recently, the names of the prize winners included that of Mr. W. J. Jones, chemist

and druggist, Mardol. In a similar event at Utttoxeter the successful competitors included Mr. T. Bentley, chemist and druggist, and Boots, Ltd.

P.A.T.A. COUNCIL ELECTION.—For the four vacancies on the retail section of the Council of the Proprietary Articles Trade Association the following candidates have been nominated:—Mr. N. N. Armitage, Leeds; Mr. J. E. French, Sittingbourne; Mr. H. H. Marshall, Birmingham; Mr. J. Milner, Greenwich; Mr. John Smith, Dublin. The first two and the last two are the retiring members. Voting papers will be issued on November 25 and are returnable to the Secretary at 43 Gordon Square, London, W.C.1, not later than December 4.

Irish Notes

Irish Drug Association

The fortnightly meeting of the Irish Drug Association Committee was held on October 28, Mr. T. C. Scott (president) in the chair. There was a full attendance. At the outset Mr. Scott welcomed Mr. Lyall G. Smith (Crumlin) and Mr. J. K. Whelehan (Mullingar), the newly elected members of the Committee. A lengthy discussion took place with regard to the use of members' names on the various guilds' discount lists, and it was stated that strong efforts were being made to undo the results achieved by the Association last year. It was decided that all members who were formerly associated with guilds should be approached and given definite instructions as to the line of action to be taken in this matter. The question of fixing prices for malt and oil was considered, and it was agreed to ascertain the views of members before inserting prices for this item in the Price List. Arising out of some complaints received as to price cutting, it was decided to have test purchases made throughout the country to ascertain the extent of the practice. The secretary reported that the new Price List was being dispatched to members whose subscriptions for the current year were paid. Several new members were elected. The secretary reported that a revised Approved List of Manufacturers had been sent out to members during the past week.

Brevities

A pharmacy is being opened by Miss E. Daly, L.P.S.I., at Ballymahon, co. Longford.

Mr. James McDowell, M.P.S.N.I., asks us to convey his sincere thanks to all who voted for him at the October Council election.

The Diseases of Animals (Therapeutic Substances) Bill passed through all its stages in the Northern Ireland House of Commons last week.

Mr. Robert Boyd, Ph.C., Parkgate Street, Dublin, was recently awarded £9, and S. Hamilton, Ltd., chemists, Frances Street, Newtownards, were awarded £15, as compensation for malicious damage done to plate-glass windows.



A CORNER OF THE EXHIBITION OF A. DE ST. DALMAS (IRELAND), LTD., AT JURY'S HOTEL, DUBLIN. ON THE LEFT, MR. A. W. HUGHES (MANAGING DIRECTOR.)

The committee of management of the North Charitable Infirmary, Cork, has accepted the tender of Fielding's Pharmacy for medicines and proprietaries.

Foreign-made surgical instruments supplied to the Limavady (co. Londonderry) Union Hospital have been returned, to be replaced by others of British manufacture.

Chemists in Bray, co. Wicklow, held a meeting at the Royal Hotel recently to discuss local problems. Mr. B. Smith, organiser of the Irish Drug Association, was present. Agreement was reached regarding business on weekdays, Sundays and bank holidays, and it was decided to remain closed on Christmas Day 1935. Following a discussion on prices, it was unanimously agreed that the prices fixed by the I.D.A. would be strictly adhered to, and that no guild discounts would be given by chemists in the town.

The following contracts for chemicals value for £50 and over have been placed recently by the Department of Posts and Telegraphs:—General Chemical & Pharmaceutical Co., Ltd., Sudbury; Harrington Bros., Ltd., London; Willows, Francis, Butler & Thompson, Ltd., London; Lennox Chemicals, Ltd., Dublin. For the Department of Defence:—Medicines and drugs: Boileau & Boyd, Ltd., Dublin; Ayrton, Saunders & Co., Ltd., Dublin; A. de St. Dalmas & Co., Ltd., Dublin; Evans Sons Lescher & Webb (Ireland), Ltd., Dublin. Surgical goods: Fannin & Co., Ltd., Dublin; The Surgical Manufacturing Co., London.

Dublin

The third annual dance organised by Irish Pharmaceuticals, Ltd., will take place at Aberdeen Hall, Gresham Hotel, Dublin, on November 28.

Mr. Robert Boyd, pharmaceutical chemist, 33 Parkgate Street, Dublin, was recently awarded £9 compensation for malicious damage done to a plate-glass window.

At a Dublin inquest held on October 17 the jury returned a verdict of "Accidental death due to lysol poisoning." Medical evidence showed that the deceased, Edward Speidel, must have taken about 3 oz. of lysol. A recommendation that some restriction should be placed on the sale of lysol was made by the jury. The city coroner said that during the past few weeks he had held five inquests on persons who died as a result of lysol poisoning. He added: "I think it is high time that some authority acted in this matter and made the sale of lysol more difficult. . . . The chemist should have to take the name and address of the person asking for it, and only sell it to those with whom he is acquainted."

Belfast

Mr. W. H. Dickson, Ph.C., is opening a pharmacy at Upper Newtownards Road, Belfast. He has for some time been engaged in his brother's pharmacy at Londonderry.

The programme for the winter session of the Belfast and District Section of the Institute of Chemistry, just issued, includes papers on "Modern Fertilisers and their Use in Practice," by Mr. R. G. Baskett, "Chemical Aspects of Nerve Transmission," by Dr. H. Barcroft, and "Industrial Biochemistry in Northern Ireland," by Dr. W. H. Gibson. The Society's Charter-Jubilee dinner will take place on November 22.

The fourth annual general meeting of the Alembic Society was held in the College of Technology, Belfast, on October 14, Professor Wren (president) in the chair. The Society, formed in April 1932 to promote interest in the study of chemistry, pharmacy and allied sciences, is open to the college staff and to past and present students of the Chemistry Department of the college. Miss R. W. Barry, B.Sc., read the annual report and, in the absence of the treasurer, submitted the financial statement. Both these were adopted. The following officers were elected:—*Honorary President*, Mr. D. H. Alexander (Principal, Municipal College of Technology); *President*, Dr. Wren (Professor of Chemistry); *Vice-Presidents*, Dr. R. E. Burrows, Mr. Fred Storey; *Hon. Secretary*, Mr. J. Bunting; *Assistant Hon. Secretary*, Mr. R. Spence; *Hon. Treasurer*, Miss R. W. Barry, B.Sc.; *Committee*, Messrs. A. S. Callaghan, B.Sc.; W. H. McCafferty; J. A. Stewart, B.Sc.; N. Millar, M.P.S.; J. W. Porter, F.I.C.; and T. Robinson. An informal dance was held on October 19.

Scottish Notes

Glasgow and the West

Hamilton doctors are to introduce a new scheme of medical attendance for the dependants of insured persons. The scheme, in which all the doctors in the town will participate, will provide attendance to wives and children of all employees whose incomes do not exceed £250 a year.

The Glasgow Pharmaceutical Club and the Glasgow and West of Scotland Branch of the Pharmaceutical Society held their annual dance in the Georgic Restaurant, Glasgow, on October 23. This was the first occasion on which the two organisations have joined forces socially. Mr. D. Black, president of the Glasgow Club, was among many prominent chemists present.

Scottish Pharmaceutical Federation

A meeting of the Executive Council of the Scottish Pharmaceutical Federation was held in Edinburgh on October 9, Mr. P. M. Duff, president, in the chair. The other members of the Council present were Messrs. John Weir, W. Spence Culbert, Alex. Murray, H. W. Thomas, C. A. Buick, R. Alexander, M. K. Watt, John H. Ferguson, James P. Ferrier, B. Cartwright, James B. McLaren, Peter Nisbet and John H. Tainsh. Fourteen applications for membership were passed. Among other matters, the following were under consideration:—

Reports were given of several test prescription cases, including:—(1) Mixture containing ammon. chlor. 3 dr., pot. iod. 2 dr., ext. glycyrrhizæ [liq.] 2 dr., water to 6 fl. oz. (2) Lotio ac. carbol. 6 fl. oz. (1 in 20). (3) Powders containing (a) acetanilide 3 gr., sodium bicarbonate 2 gr., caffeine 2 gr.; (b) phenacetin 10 gr., caffeine 2 gr. (4) 1 × 6 yd. gauze unmedicated. (5) Gargle containing liq. ferri perchlor. 2 dr., pot. chlorat. 2 dr., glycerin 4 dr., water to 6 fl. oz. (6) Boric lint. It was noted that in the case of the powders the two members had dispensed caffeine citrate instead of caffeine. Indemnity claim against a member by a lady who suffered as a result of having been supplied with acetic acid instead of hydrogen peroxide; claim settled for £1 17s. 6d. Charge against a member under the Food and Drugs (Adulteration) Act, 1928, for selling cream of magnesia alleged to contain only 5.44 per cent. of magnesium hydroxide, a deficiency of 29 per cent. It was reported that the magistrate sustained the defence of warranty and dismissed the complaint. Charge against a member under the Dangerous Drugs (Consolidation) Regulations, 1928, for failing to keep in a register true particulars with respect to every quantity of any drug or preparation supplied by him to persons within or without Great Britain. It was reported that the stated case for appeal to the High Court asked for by the Procurator Fiscal on the sheriff's dismissal of the complaint had now been definitely abandoned. Member's complaint regarding the nature of certain advertisements in the public Press of a company of multiple chemists. It was reported that on the instructions of the General Purposes Committee a letter had been sent to the Pharmaceutical Society stating that the Federation from time to time receives complaints from members regarding advertisements of certain multiple chemists in the public Press which they consider unprofessional and unfair to individual chemists, and that it is hoped that complaints of this nature will be matters with which the Statutory Committee will be able to deal. The Pharmaceutical Society's reply stated, *inter alia*, that while Section 9 (3) of the Pharmacy and Poisons Act, 1933, limits the inquiries of the Statutory Committee in cases where a corporate body is concerned to (a) convictions for offences under the Pharmacy Acts; (b) convictions of a member of the board or of an employee of a criminal offence such as would render him unfit to be on the Register; and (c) misconduct by a member of the board or employee such as would render him unfit to be on the Register, the Committee will consider all complaints made to them, but that it is impossible to give a ruling in advance.

Correspondence with the National Pharmaceutical Union with regard to "Out of Friends" and "Chemists' Friends" schemes was remitted to the General Purposes Committee. The Executive Council decided to recommend

chemists in Scotland to continue to support the "Beauty Magazine," even at the suggested increased cost. A claim had been made against a member for 25s. in respect of damage to a motor car caused by its coming into contact with the horizontal support of the member's sun-blind. The secretary reported that the claim had been dropped.

Brevities

Mr. Paisley has been appointed representative in Scotland of Evans Sons Lescher & Webb., Ltd., in place of Mr. William Garrow, who has retired.

Mr. S. Hendry, chemist and druggist, 39 High Street, Inverness, is holding a sale of surplus stock pending removal to other premises in the town.

The "Chemists' Friends" movement is being watched with keen interest north of the Tweed, where it is hoped a similar scheme will soon be inaugurated.

Mr. C. P. McLennan, Gibson Place, Montrose, having taken first place in practical pharmacy and dispensing in Edinburgh, has been awarded the McDonald Prize. Like Mr. J. B. Dunnett, who gained the honour two years ago, he served his apprenticeship to Mr. J. W. Plenderleith.

At the Rowett Institute, near Aberdeen, on October 26, Dr. J. Russell Greig (Moredun Institute, Edinburgh) spoke on recent achievements in the prevention of braxy, lamb dysentery and louping ill; Professor Ritchie (Aberdeen University) on the sheep maggot fly; Dr. Roberts (College of Agriculture) on sheep worms; and Dr. Fraser (Rowett Institute) on the influence of nutrition on the health of sheep.

New Zealand Notes

THE Poisons Act recently passed by the New Zealand Parliament is modelled to some extent on poisons regulations existing in England prior to the Pharmacy and Poisons Act, 1933. The regulations under the Act, one feature of which will be that manufacturers and proprietors of any preparations containing poison will be obliged to declare on the package the quantity contained, will not be gazetted for some months. One New Zealand chemist is reported in the Press to have stated: "The new safeguards are generally regarded as beneficial. The Act has been badly needed in New Zealand, and it is greatly to the public's advantage."

ACCORDING to the "Auckland Star," Boots, Ltd., are to commence business in New Zealand towards the end of the year. Large central premises in Auckland and Wellington have been acquired. Supplies will be sent from England, and the executive will be members of the British staff. A company will operate as Boots the Chemists (New Zealand), Ltd., which title was registered in the Dominion some years ago in order to protect the name in the event of activities being commenced. A Press report states that a petition has been presented in the House of Representatives, on behalf of the Dunedin Retail Chemists' Assistants' Union, submitting that the introduction of "these chain stores" would be detrimental to the interests of the people of the Dominion, as it would tend to increase unemployment among chemists. The petitioners suggest legislation to protect traders from such competition.

Topical Reflections

By Xrayser

"This Business of Pharmacy,"

your first editorial article last week (p. 509) hits the nail fairly and squarely on the head; and in addition to the destructive criticism of certain features in the trade to-day it provided a good meed of constructive matter in quoting the general titles of the lectures on the practice of pharmacy which are given in the Ontario College of Pharmacy. Is it too much to expect that our pundits at Bloomsbury Square will embody something like it in the syllabus of the Qualifying examinations? Would pharmacy be a more profitable calling if assistants and managers, to say nothing of employers, had taken this or a similar course before qualification? What a wide vista, for instance, is opened out by a standard of conduct implied by (1), (2) and (3), i.e., the ethical relationship of the pharmacist with the physician, with the patient and with his brother pharmacist and pharmaceutical associations! I notice, in one of the papers dealing with certain aspects of salesmanship, that one of the crying needs of the pharmacist is a better knowledge of the goods, other than drugs and galenicals, which he handles. In this course such knowledge is available, as reliable manufacturers demonstrate the selling points of certain of their staple lines. Book-keeping and the arithmetic of profit are two more subjects of vital importance to any business man; the chemist often knows little of either. I hope something will be done about this in the purlieus of Bloomsbury Square. One sometimes wonders whether certain of our councillors are alive to the needs of 1935; it often appears as if they are living in a pre-war period.

The Article

on "Competition among Retail Chemists" (p. 502) is interesting because it suggests new trains of thought. There are only two aspects of the question I can deal with in a short comment. One is that retailing gives direct employment to more people than any other single trade; over one-half the national income is concerned with it. "During a recent year the gigantic figure of £1,750,000,000 passed through it." The other is the part the small independent shop has, in the

writer's opinion, still to play in the retail business life of the future: this is a subject of paramount importance to chemists, particularly the rank and file. He states that this type of shop has succeeded, and will succeed, on its merits by reason of its personal salesmanship and the service it renders to the community. Its purchasing power, owing to the methods of wholesale distribution, places it to a great extent on a level with that of the chain and multiple stores, particularly in branded articles. Provided the proprietor keeps in touch with the dictates of fashion and the individuality of the purchaser he can hold his own.

You Are Justified in Claiming

in your short note on the "Chemists' Friends" scheme, based on a statement in the "Advertisers' Weekly," that the chemist came first in selling many fancy goods, perfumes, photographic supplies, hair-dressing requisites, and even electrical supplies. I have been in retail pharmacy close on half a century, and I recall the beginning of some of these side-lines. It needs only a reference to any of the sundries catalogues of thirty or forty years ago to see when many of these were introduced in any variety. I remember when the only perfumes sold were those we packed ourselves and two, at most, of the specialities of a well-known house, the output of which was almost exclusively through pharmacists. I also remember when dry plates for photography were first marketed in any quantity, the outlet was again through the chemist; the same remark applies to "day-light" roll films. Electrical novelties first became known to the public in the chemist's shop. It may be that it is no longer possible to market the above goods exclusively through the chemist, but he undoubtedly introduced them to the public in the first instance. With medicinal specialities the case for him is even stronger. The grocers "budded in" here; I recall the look of disgust on the face of my employer when he learnt that the grocer down the street had taken to selling "patents"; he immediately closed his account with the wholesaler supplying! The right to sell medicinal specialities with therapeutic uses belongs to the pharmacist—and to him only.

Legal Reports

Dangerous Drugs Acts.—The Leeds stipendiary magistrate heard, on October 24, charges against Mr. Herbert Hyman Lever, chemist and druggist, New Briggate, with regard to the supply of morphine to an unauthorised person. Eileen Fallon, now residing in Dublin, said that last May she was working as a domestic servant in Ayrstone Avenue, Leeds, and on a date in that month she visited Mr. Lever's shop, and asked him for morphine. She had no prescription, but she said she was in pain, and wanted the morphine to relieve it. He supplied her with a solution, for which he charged 3s., and told her not to mention his name. On two subsequent occasions the defendant supplied her with the drug, and there was no label on the bottles. Mr. C. H. Manley, city analyst, said he found a small quantity of solution in which the percentage of morphine was two and a half times more than allowed by law. Mr. McKee, for the defence, said his client had undoubtedly been foolish, but the girl had been constantly pestering him to supply her with morphine. Mr. Lever was fined £25, and was ordered to pay £1 11s. costs. Charges of supplying in a bottle not plainly marked and of failing to register sales were dismissed under the Probation of Offenders Act.

Charge of Conspiracy.—At Clerkenwell Police Court, London, on October 25, the hearing was continued of the case in which it is alleged that John Bright (22), salesman, Bishop's Road, S.W.6, and Edward Meadows (25), traveller, Globe Road, E.1, conspired together and with other persons unknown to cheat and defraud such persons as might part with goods on credit to a company known as Merry & Bright, Ltd. (*C. & D.*, October 26, p. 499). John Sullivan, a youth residing in Margaret Street, W.C.1, said that about the beginning of September 1934 he was engaged by Merry & Bright, Ltd. Goods were delivered at the premises in cases, and the accused used to take goods away in a van, sometimes at night. He received notice and left in December. Goods had then ceased to arrive. Cyril J. Lagey, a seventeen-year-old negro, living in Rochester Road, N.W.1, said he was engaged by Bright to work at Clerkenwell Road. Meadows sometimes came there with Bright. There were "a few odds and ends" at the premises when he went. Sullivan was not employed at the same time. Mr. McClure (for the prosecution): What did you do all day?—Sit down. What else did you do?—Get up, walk about and sit down again. I also went out to lunch. The witness said that when he had been there about three weeks, receiving 17s. 6d. a week and insurance paid, he came back from lunch and Bright said to him "Go again!" When he returned after his "second lunch" the premises were closed. In reply to Mr. Simmonds (defending), witness said that when he found the premises closed there was a notice on the door directing inquiries to the registered office, 11-12 Finsbury Square. He went there to ask for his wages and his chair, which he provided. Mr. Charles Brower, chemist and druggist, Newbolt Avenue, Cheam, said he was engaged by Bright to take charge of a retail shop at 82 George Street, at a salary of £4 a week, for Merry & Bright, Ltd. He commenced on August 30. The shop was then partly stocked, and further goods were delivered from wholesale houses. He was taken to the shop by both prisoners. On October 22 Bright said he was going to "suspend" him but that he might be wanted again in connection with other shops; he left on October 27. He could not remember a week in which the takings amounted to as much as his salary. Mr. Ronald A. Baldwin, attached to the office of the Registrar of Companies, produced the files of Merry & Bright, Ltd. (previously exhibited), of the City Tobacco Co., of John Meadows, Ltd. Evidence of occupation of certain premises was given, and the accused were again remanded.

"Manipulative Surgeon."—In London, on October 25, a King's Bench Divisional Court (the Lord Chief Justice and Justices Humphreys and Singleton) gave judgment in an appeal which raised the question whether a man who was not registered under the Medical Act, 1858, had committed an offence by describing himself as a "manipulative surgeon." Summonses against Captain Horace Barrow, Denby House, Paignton, for unlawfully, wilfully and falsely using the title "surgeon" had been dismissed by the Paignton magistrates. For the appellant, Mr. W. E. Jutson, it was stated that the law prohibited the use of the title "surgeon" by an unregistered person. The Lord Chief Justice, giving judgment, said

it was proved or admitted that Captain Barrow had outside his house a plate bearing his name and the words "manipulative surgeon." He allowed himself to be described in the telephone directory as a manipulative surgeon, and on his motor car there was a plate similar to the one outside his house. Captain Barrow was not registered under the Medical Act, 1858. It was proved that in December 1933 the general secretary of the Medical Defence Union wrote to Captain Barrow stating that in the view of the Council of the Union his use of the title "surgeon" amounted to an infringement of the Act. The magistrates found that Captain Barrow had, by manual operation, treated fractures, deformations, injuries and disorders of bones and joints, and that for fifteen years he had been using the word "surgeon," preceded by the epithet "manipulative," as describing his occupation. It was contended on behalf of Captain Barrow that, as he alleged—and the allegation depended upon his sole testimony—the words "manipulative surgeon" had been for upwards of twenty years publicly and generally used to mean, and were generally understood to mean, a person not registered under the Medical Act and not recognised by law as a surgeon. He contended that the words had been generally used by the medical profession and others to distinguish unqualified persons and their occupation from qualified and registered surgeons and their profession. He said he used the words "manipulative surgeon" to direct attention to the fact that he was not a surgeon within the meaning of the statute. For Mr. Jutson, it was contended that the statute contained a prohibition against the use of the title "surgeon" by an unregistered person, and that use of the word "manipulative" would not justify or legalise the use of the word "surgeon." Captain Barrow said on oath that he used the phrase "manipulative surgeon" to distinguish him from a registered practitioner. He even went so far as to say that if any other name would properly describe his work he would gladly adopt that name. "It is quite obvious," said Lord Hewart, "that there are other names which would fulfil that purpose, as for example the words 'manipulative healer.'" His lordship quoted the preamble to the Medical Act, 1858, and Section 40 of the Act. The Section, his lordship continued, was to protect the public, and what was regarded was not the mind of the individual but the meaning likely to be conveyed by the words used. If a person was not a surgeon he must not call himself a surgeon, and it seemed to be quite idle to say that in this context the word "surgeon" was used to qualify or modify the word "manipulative." Dental and veterinary surgeons were expressly protected by statute, and to suggest that the term "manipulative surgeon" did not come within Section 40 of the Act because a man might lawfully call himself a dental surgeon or a veterinary surgeon was not to the point. "Apparently," his lordship said, "he [the respondent] does not like the name 'bone-setter,' but his counsel seemed to be a little reconciled to the description 'manipulative healer.' What does all that class of consideration involve except this—that the use of the word 'surgeon' is, and is thought to be, desirable because of the well-known connotation and association of the word 'surgeon'? The thing which makes the name 'surgeon' appear to be attractive and useful is precisely the thing which this Section was enacted to prevent. It seems to me that this case is really beyond argument. . . . On the facts, the justices have, in law, no alternative except to convict. It is plain that the appeal must be allowed, and the case must go back to the justices with a direction to find that the offence which was charged was proved." Mr. Justice Humphreys, who concurred, said he agreed with Lord Hewart that the Section made it an offence for any unqualified person to use any of the named titles. "In my opinion," added his lordship, "it is not necessary in order to convict an unqualified person under this Section to prove any intention on his part to deceive or to represent himself as a qualified person." In another case, the judge said, the Court had held that an unqualified person who described himself as a "bone setter and osteopathic physician and surgeon" committed an offence. Mr. Justice Singleton concurred. The appeal was allowed, with costs, and the magistrates' order awarding Captain Barrow £52 10s. costs was quashed.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

WINGATE CHEMISTS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of wholesale or retail chemists, etc. Solicitors: Armitage, Speight & Ashworth, Leeds, 1.

BARTLETT, LONG & Co., LTD. (P.C.).—Capital £9,000. Objects: To carry on the business of manufacturers of and dealers in fertilisers, chemicals, etc. R.O.: 24 Pine Grove, Maidstone.

GROSVENOR PHARMACY, LTD. (P.C.).—Capital, £100. Objects: To carry on the business of chemists, druggists, photographic dealers, opticians, etc. The first directors are not named.

McCUTCHEON'S MEDICAL HALL, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. Mrs. Helen McCutcheon, Castle Street, Ardee, co. Louth, director.

LORRIMORE PHARMACY, LTD. (P.C.).—Capital £100. Objects: To acquire the business of chemists and druggists carried on by Ascotts Pharmacies (1933), Ltd., at 30 Lucas Road, Kennington, S.E.

HOME REMEDIES, LTD. (P.C.).—Capital £2,000. Objects: To adopt an agreement with W. Belcher and to carry on the business of chemists, druggists, etc. R.O.: 14 Surbiton Road, Kingston, Surrey.

HEALA, LTD. (P.C.).—Capital £100. Objects: To acquire the business of sole distributors of the Heala Ray apparatus, lamps, vitalux bulbs, etc. R.O.: "Rayspa," 32 Southend Road, Beckenham, Kent.

SURGICAL RESEARCH PRODUCTIONS Co., LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in surgical and electrical instruments, etc. R.O.: 97 Caledonian Road, N.1.

DIVIDED AIRWAYS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in medical, surgical, electrical and scientific apparatus, etc. R.O.: 20 Cophthall Avenue, E.C.2.

DIKSON, BER, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers and dealers in toilet requisites and preparations, etc. Mr. Nino Grippaudo, Dudley, Somerset Road, New Barnet, director.

FORD SOAP & CHEMICAL Co., LTD. (P.C.).—Capital £300. Objects: To carry on the business of manufacturers of and dealers in soap, tallow, oil, glycerine, chemicals, medicinal, industrial and other preparations, etc. R.O.: 5 Bazaar Street, Pendleton, Salford.

CHEMICAL PREPARATIONS, LTD. (P.C.).—Capital £100. Objects: To acquire the sole rights to manufacture in Great Britain certain proprietary makes of chemical preparations and other foreign agencies carried on by Bradley Bryan at 40 Fenwick Street, Liverpool, as "Bradley Bryan & Co."

LEADERS & LISTER, LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of Fdk. W. Stevens relating to the manufacture and sale of a preparation for the treatment of rheumatism known as "R.U.R.," in all countries other than Australasia, Union of South Africa, Canada and the United States of America. Solicitors: Stanley Johnson & Allen, 426 Salisbury House, E.C.2.

VENO DRUG Co., LTD.—We are informed that the capital of this company is to be increased to £640,000 by the creation of 300,000 additional rs. deferred ordinary shares, ranking for dividend as from date of allotment. The new issue will be offered to present shareholders, according to their holdings.

LEWIS BERGER & SONS, LTD.—Final dividend of 9 per cent. less tax, on the ordinary shares, making 15 per cent., less tax, for the year ended July 31 last. This is 5 per cent. more than a year ago, when 10 per cent. was distributed. In 1932-33 7½ per cent. was paid, against 5 per cent. the previous year.

Bankruptcy Report

Re Herbert Frank Awwcock, carrying on business as T. H. Muir, 101 Mitcham Lane, Streatham, chemist and druggist. The application for discharge was heard recently at the Court House, Wandsworth. The receiving order was made on September 10, 1926. The ranking liabilities were estimated at £1,091 rs. 9d. and the assets, estimated to produce £120, had realised £23 2s. 6d. The difference was accounted by the stock and effects, estimated to produce £100, being sold for a sum insufficient to satisfy distrainable rent. No dividend had been paid to unsecured creditors. He traded unsuccessfully, and at the date of the receiving order two executions were in force. The discharge was granted subject to one month's suspension.

Voluntary Liquidations

Jean Perfumery Co., Ltd., 66-72 Princelet Street, Brick Lane, London, E. A further meeting of the creditors in this matter was held recently at the Institute of Chartered Accountants. At the previous meeting the creditors decided to accept an offer of composition. An amended statement of affairs was presented as at October 18, 1935, which showed ranking liabilities of £4,139 14s. 4d., of which £3,634 17s. 8d. was due to unsecured creditors and £504 16s. 8d. to partly secured creditors. The total claims of the latter amounted to £554 16s. 8d., and they held securities valued at £50. After allowing £122 18s. 10d. for preferential claims, the net assets were £1,452 11s. 7d., or a deficiency, so far as the creditors were concerned, of £2,687 2s. 9d. The issued capital was £1,625, and as regarded the shareholders there was a deficiency of £4,312 2s. 9d. It was reported that since the last meeting three judgment creditors had refused to accept the composition and had proceeded to levy execution, with the result that business was brought to a standstill, and Mr. White's offer had been withdrawn. Mr. White had been induced, however, to purchase the goodwill of the company on a percentage basis in connection with a newly created business. A resolution was passed in favour of the appointment of Mr. Viney, of Messrs. Butler, Viney & Co., C.A., 68 Coleman Street, E.C., as liquidator of the company with a committee of inspection.

Rowand & Co., Ltd., 16-17 Wolstenholme Square, Liverpool, wholesale druggists and manufacturing chemists. At the statutory meeting of creditors held recently at the Law Association Rooms, Liverpool, a statement of affairs was submitted which showed liabilities of £1,509 14s. 8d. It was stated that the liabilities included sums aggregating £583 7s. 11d., which were due to the directors in respect of cash advanced. There were also fully secured creditors for £48 4s. After allowing £38 11s. for preferential claims the net assets were £471 11s. 8d., or a deficiency, so far as the creditors were concerned, of £1,038 3s. The issued share capital was £1,175, and as regarded the shareholders there was a deficiency of £2,213 3s. The company was formed in August 1921 with a nominal capital of £500, of which £334 was issued for cash. Subsequently the capital was increased and additional shares were issued. The accounts showed that during the year to January 31, 1933, the net profit on the trading was £51, whilst in the following twelve months there was a net profit of £326. During the ten months to November 1934 there was a net profit of £542. Since that date there had been a net profit of £325. It was pointed out that the total profits since the inception of the company had amounted to £6,310, whilst in the same time the payments to the directors had been £8,000. It was hoped to effect a sale of the business as a going concern. It was decided that the voluntary liquidation of the company should be confirmed with Mr. J. Airey, of Liverpool, as liquidator. A committee was also appointed.

Gazette

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

BELL, J. W., Quarr Stables, Quarr House, Sway, Hants, herbalist, formerly carrying on business at 4 Avenue Chambers, Bloomsbury Square, 12 or 13 Sicilian Avenue, Bloomsbury Square, 15 Brompton Arcade, and 28 Buckingham Palace Road, in the county of London, under the style of Radico Remedies.

Irish Drug Association

THE annual meeting of the Irish Drug Association was held at Jury's Hotel, Dublin, on October 14. The meeting, which was one of the largest and most representative held for years, was indicative of the remarkable strides made by the chemists' trade movement during the past nine months. In addition to a big muster from Dublin and district, delegates were present from Cork, Limerick, Galway, Roscommon, Westmeath and other centres. Mr. T. C. Scott (president) was in the chair.

TREASURER'S REPORT

Mr. McLEAN LEE (treasurer), presenting his report and statement of accounts, said he was sorry their financial report was not quite so flourishing as it was this time last year, but yet taking all the circumstances into account they had reason to congratulate themselves on the way it turned out. The secretary's salary and the organiser's salary totalled £294. Postages and telephones came to £58, printing and stationery £61, bank charges £1. Printing and stationery came to £264 last year. Travelling expenses were £12, income tax £6 15s., subscription to the Pharmaceutical Society's Benevolent Fund £20, and sundries £51, making the total expenditure £698, against £594 last year. On the income side, subscriptions brought in £601, compared with £510 last year, advertisements £2, Price Lists 7s. 6d., interest on National Loan £30, deposit interest £3 15s., Photographic Dealers' Association contribution £10, leaving a balance of expenditure in excess of income of £50. This year they had no Price List and therefore no income from Price List advertisements, which brought in £93. They would have to publish a List in the coming year, and to do that they must increase their income by £206, and he thought they would be able to do that. Next they came to the balance sheet. On the capital and liabilities side they had sundry creditors £11, subscriptions in advance £54, advertisements in advance £3, which left the capital at £998. After deducting the deficit of £50, this left the capital £948, against £998 last year. On the assets side they had cash in bank £51, cash on deposit £379, and £601 in National Loan at a cost of £587, making a total of £1,108. This was a very satisfactory showing. He understood from Mr. Kidney that part of the subscriptions received were paid at the old rate of 25s., and he was trying to collect the difference between the old rate and the new rate of 31s. 6d.

THE PRESIDENT said the increased subscription and increase in membership should more than cover the cost of the new List next year.

Mr. BRADY said on the figures they had heard he did not see how they could make the Association pay. He thought they would have to put up the subscription to £2 2s.

Mr. DONNELL expressed the view that with an increased membership, and an increase in the subscription of 6s. 6d., the return should cover the costs and yield a profit.

Mr. R. CAMPBELL (auditor) said when he went into the matter with Mr. Kidney, and calculated the return from the increased subscription, he came to the conclusion they should have an increase in revenue that would cover everything, even allowing for the new List.

THE PRESIDENT: Let us see how we get along for another year.

Mr. E. MACMAHON, moving the adoption of the treasurer's report, said he was one of the younger men on the Committee who urged some of the measures which led to an increase in expenditure, including the appointment of Mr. Smith as organiser; but the small sum spent on Mr. Smith's salary and travelling expenses was worth three times what they paid. They had 140 new members.

Mr. R. BATES seconded the motion, which was carried unanimously.

PRESIDENT'S SPEECH

THE PRESIDENT, at the outset, reviewed the position with regard to membership, which was very satisfactory. During the year 343 letters were dealt with and 1,952 price changes sent to members. There were twenty-five Committee meetings and one special general meeting. The Association had had a very successful year. At the annual meeting last year Mr. O'Rourke suggested the starting of a campaign to have chemists' lines confined to chemists. This effort had

met with remarkable success. A large number of manufacturers were now on the approved list. New names were constantly being added to the list. In reality the work was only in its infancy. The members of the Committee sometimes had three meetings each week, starting at 9.15 p.m. and continuing till the next morning. The president continued: "Some time ago we sent out our first approved list, and with that list we sent a letter asking you to do certain things. We asked you to give window displays and personal support to the lines mentioned on that list. In this respect we feel that you have fulfilled the contract we have given in your name. In another respect our members have not been so loyal. Manufacturers will resort to all kinds of methods to weaken and divide us. A large firm in Dublin has been offered special terms to drop their opposition to a certain line. I have great pleasure in saying that they stood loyal to our principles, and gave these manufacturers a definite refusal. We wish to thank the many chemists throughout the country who have refused orders to firms not on our list. You have strengthened our hand in this matter. By continuing this action our success is certain. The retailer should remember that the final success of this scheme will depend upon the individual effort of each retail chemist. The Committee leave it in your hands, knowing that you will not fail us." The president paid tribute to the services rendered by Mr. Kidney (secretary), Mr. McLean Lee (treasurer) and Mr. Brendan Smith (organiser).

Mr. JOHN SMITH said they must congratulate the president on the great work he had done for the I.D.A. Without the president's initiative and the co-operation of the subcommittee they would be in a very different position that day. He moved a hearty vote of thanks to Mr. Scott for his address.

Dr. MITCHELL, seconding, spoke of the extraordinary amount of work the president and the Committee had accomplished during the past year. They had tackled a question which previous committees had been thinking over for the past twenty or twenty-five years.

COMMITTEE ELECTED

Mr. P. A. BRADY proposed the re-election of the following outgoing members of the Committee: R. A. Willoughby, J. T. Dwyer, M. O'Rourke, R. B. Brown, James Duggan and Dr. J. A. Mitchell. He was sorry they were losing Mr. Campbell, but he had made up his mind not to go forward.

THE PRESIDENT said he hoped Mr. Campbell would continue to act as auditor.

Mr. CAMPBELL said he regretted that he was unable to attend the Committee meetings owing to illness during the year. He would continue to act as auditor since the president requested him.

Mr. BATES seconded the motion, and the retiring members were declared re-elected.

Mr. E. MACMAHON proposed that Mr. J. K. Whelehan, Mullingar, be elected to the vacancy on the Committee created by Mr. Campbell's retirement.

Mr. HICKEY seconded the motion, and Mr. Whelehan was declared elected amidst applause.

Mr. WHELEHAN, acknowledging his election, said he accepted the honour on behalf of the Westmeath Association, and as a member of the Committee would do his best for the I.D.A.

INCORPORATION

On the motion of Mr. MACMAHON, seconded by Mr. McLEAN LEE, the motion that the Association be incorporated under the Companies Acts was carried unanimously.

OTHER BUSINESS

Mr. BRENDAN SMITH (organiser), in a review of the work of organising carried out during the year, said there was no area now in the Free State that had not its local Association working in conjunction with the parent body. Chemists were realising now the value of united action. He wished to express his thanks to chemists all over the country for their kind co-operation, and to the president, the treasurer, Mr. Kidney and the members of the Committee for their courtesy and assistance during the year.

Several members raised the question of having D.D.A. drugs marked and classified in the Price List.

MR. DONNELL said the Committee could not take responsibility for classifying the great number of Continental preparations that came into the country.

MR. SUMNER said the fact that some things were poisons in Great Britain that were not poisons in the Irish Free State complicated the task.

THE PRESIDENT observed that if the Pharmaceutical Society would take the responsibility of classifying D.D.A. preparations, they would include them in future Lists.

MR. JOSEPH GORRY raised the question of having prices included in the List for the sale in bulk of such lines as cod-liver oil, liquid paraffin and Epsom salts. Farmers in his area were able to come to Dublin and buy such goods from retail chemists at prices that no chemist in the country could compete with.

THE PRESIDENT said he was in sympathy with Mr. Gorry in this matter, but the difficulty arose in Dublin that there were certain retail chemists doing a big business of this kind with farmers who had not their prices controlled. The same thing applied in Cork and Limerick.

MR. LESTER pointed out that in Cork these lines were not confined to the chemists.

MR. WIDDESS said their local Association in Limerick fixed prices for bulk quantities of such things as Epsom salts. The chemists of Limerick looked upon the I.D.A. Price List as a godsend.

After further discussion it was agreed that the secretaries of local Associations should confer with Mr. Whelehan (secretary of the Westmeath Federation) with a view to evolving an agreed schedule of prices for lines sold in bulk for agricultural

use, the agreed prices to be submitted later to the Dublin chemists concerned for acceptance.

Complaints with regard to price cutting and the penny sales were made by some members.

MR. B. SMITH replied that during his travels through the country he heard frequent complaints of price cutting, but on investigation he found that few of the complaints were justified.

THE PRESIDENT outlined the steps taken by the Committee in Dublin to end the penny sales.

MR. WHELEHAN said by mutual agreement the chemists in the country could kill the penny sales.

MR. J. O'ROURKE said he agreed with Mr. Whelehan. He was sure the Westmeath Federation would be in the forefront in any action taken.

Committee Meeting

At the Committee meeting held after the annual meeting to elect officers for the ensuing year, Mr. T. C. Scott, the outgoing president, was unanimously re-elected for a third year of office, on the motion of Mr. P. A. BRADY, seconded by Mr. H. J. SUMNER.

Mr. Brady was re-elected vice-president on the motion of THE PRESIDENT, seconded by Mr. JOHN SMITH.

On the proposition of Mr. A. LESTER, seconded by Mr. J. J. ROCHE, Mr. G. McLean Lee was re-elected treasurer, and Mr. R. Campbell was re-appointed auditor.

Mr. Lyall G. Smith was co-opted to a vacancy on the Committee on the motion of THE PRESIDENT, seconded by MR. O'ROURKE.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," October 9, 1935.)

- "UROGOG" ; for medicinal chemicals (3). By S. A. Les Laboratoires Dausse, 4 rue Aubriot, Paris, France. 562,168.
- "VELVASAN" ; for medicated toilet paper (3). By The Drayton Paper Works, Ltd., 2 Sullivan Road, London, S.W.6. 561,725.
- "PLANACRINE" ; for medicinal chemicals (3). By May & Baker, Ltd., 42-43 St. Paul's Churchyard, London, E.C.4. 562,482. (Associated.)
- "BABOY" ; for all goods (3). By R. Glaskie, 273 Regent Street, London, W.1. 562,214.
- "SPOTABUT" ; for medicinal chemicals (3). By Priory (Patents), Ltd., 15 The Priory, Salford, 7. 562,634.
- "PROTOL" ; for preparations for removing stains (47). By Protol Products, 53-55 Surrey Street, Norwich. 562,323.
- "NU-PERM" under picture of setter dog with words "The Setter" ("Nu-Perm" and "The Setter" disclaimed). By F. S. Delacey, 1 North Street, Keighley, Yorks. 560,635.
- "OLD SAWURUMA ROSE POWDER" on label design of roses ; for rose-perfumed toilet powder (48). By Skuse & Co., Ltd., The Claratine Perfumery Co., 21, 22 and 23 Eagle Street, London, W.C.1. 561,367. (Associated.)
- "NUIT DE NOEL" ; for perfumery, etc. (48). By E. Daltroff & Cie, Propriétaires de la Parfumerie Caron, 10 rue de la Paix, Paris. 559,065.
- "ANAZIA" ; for shaving cream (48). By T. D. Traders, Ltd., 263 Empire House, St. Martins-le-Grand, London, E.C.1. 562,238.
- "RECKITT'S" with silhouette design of black and white figures ; for bath salts (48). By Reckitt & Sons, Ltd., Kingston Starch Works, Dansom Lane, Hull, Yorks. 562,696.
- "GLAMOUROUS NIGHT" ; for perfumery, etc. (48). By Park Royal Perfumeries, Ltd., Park Royal Road, London, N.W.10. 562,112.
- "FLEXOR" ; for brushes (50). By C. H. Leng & Sons, Hazlewell Brush Works, Fordhouse Lane, Sturcheley, Birmingham. 562,898.

APPLICATION AMENDED

The specification for "DYNOLDS" in Class 3, No. 560,633, by The "Red Band" Chemical Co., Ltd., 15A Richmond Terrace, Edinburgh, has been amended to "iron tonic tablets prepared for human use in medicine and pharmacy."

(From "The Trade Marks Journal," October 16, 1935.)

- "CRESANTOL" ; for disinfectants (2). By Monsanto Chemicals, Ltd., Victoria Station House, Victoria Street, London, S.W.1. 561,680.
- "LIVCOL" ; for veterinary cod-liver oil (2). By Bicol (Lincoln), Ltd., 2 Exchange Arcade, Lincoln. 562,805.

- "GRANCRETA'S ORGANIQUE" ; for organic matter fertilisers (2). By The Grancreta Co., Ltd., Camden House, Woodhouse Lane, Leeds. 562,498. (Associated.)
- "VINO DI CHINA SERRAVALLO FERRUGINOSO" on label design incorporating medals, etc. ; for medicated wine containing quinine and iron (3). By J. Serravallo, 60 Via del Cerreto Barcola, Trieste, Italy. B561,909.
- "REDUXOLT" ; for medicated herbal tea (3). By Hans Ferbach, Promedico Medicinal Products, 22 Turle Road, London, N.4. 562,089.
- "EARLY MIST" ; for a medicated saline (3). By Topax, Ltd., Barclays Bank Chambers, Otley Road, Shipley, Yorks. 562,422.
- "NETROPIN" Schering" with design ; for bactericidal medicines (3). By Schering-Kahlbaum A.G., Mullerstrasse 170 and 172, Berlin, N.65, Germany. B557,877.
- "NOXCO" ; for medicated preparations, excluding soap (3). By Knox Laboratories, Ltd., 81 Lamb's Conduit Street, London, W.C.1. 561,819.
- "CEBION" ; for medicinal chemicals (3). By E. Merck, Frankfurterstr. 250, Darmstadt, Germany. 558,559. (Associated.)
- "LAX-VITA MAGNAS" ; for laxative preparations (3). By Lax-Vita Ltd., Kingsbury House, King Street, St. James's, London, S.W.1. 562,714. (Associated.)
- "RADURAMOL" ; for medicinal effervescent saline preparations (3). By Dr. Hugo Remmler A.G., 35 Anklamer Strasse, Berlin, N.31, Germany. 562,943.
- "STEROFIL" ; for medical and surgical bandages, etc. (11). By Chemische Forschungs G.m.b.H., Zielstattstr. 20, Munich, 25, Germany. 560,241. (Associated.)
- "FORTEX" ; for elastic surgical bandages (11). By C. Bertschinger & Co., Ltd., 114 Fore Street, London, E.C.2. 561,347.
- "ALETE" ; for milk powder and sugar food for infants (42). By Alerte Pharmazeutische Produkte G.m.b.H., Landwehrstr. 2, Munich, Germany. 560,485.
- "STERNOSFRAY" ; for goods (47) and for perfumery, etc. (48). By Sternol, Ltd., 16 Finsbury Square, London, E.C.2. 562,930/931. (Associated.)
- "FLAMME DE PARIS" ; for perfumes, face powders, rouges, lipsticks and face creams (48). By Bourjois, Ltd., Queens Way, Croydon, Surrey. 552,554. (Associated.)
- "ZWANALENE" ; for toilet preparations for the hair (48). By F. A. M. Sparey, Arthur Montague, 10 Felhampton Road, New Eltham, London, S.E.9. 562,278.

Pharmacy in Germany

PHARMACY in Germany, as recently reorganised, has its "State Leader of Pharmacy" (Reichsapothekerführer), supreme in his particular sphere and answerable only to higher State officials themselves responsible to the Führer (Herr Hitler). By a decree of September 6, reported in the "Pharmazeutische Zeitung," the following professional regulations are laid down for German pharmacists:—

General Regulations

(1) The pharmacy is an institution of the State health service. Its task consists in service for the public welfare. Striving after profit must take second place to the achievement of this purpose.

(2) The pharmacist must conscientiously carry out his professional responsibilities. He must observe the legal regulations. He must maintain the honour and reputation of his profession in and out of business hours.

(3) The pharmacist must always be loyal towards fellow members of his profession. Especially must the leader of each business unit treat subordinates as professional comrades.

(4) Members of the staff must place the whole of their energy at the disposal of the pharmacy for which they work, and to guard its rights and reputation in and out of business hours. They are not to disclose any transactions of the business except in so far as they are, as members of the German Pharmaceutical Institute, required to notify offences to higher officials.

Regulations Governing Propaganda

(5) The chemist is free in the conduct of his own business and in the choice of his means of publicity so long as his measures do not conflict with the regulations of the German Industrial Advertising Council in general and with the regulations of the State Leader of Pharmacy in particular.

(6) Methods are forbidden which have as their object the capture of business in an unfair manner. Particular instances of such methods are:—

(a) Undertaking to supply medicaments on behalf of third parties and entering into or carrying out contracts to this end.

(b) Offering for sale or advertising outside the district of the pharmacy.

(c) Maintenance of boxes or agencies for collecting orders or of any order-collecting service unless authorised by the district leader.

(d) Refusal to supply one's own specialities to other pharmacists on payment of the legal margin of profit. Advertisements for specialities which mention the chemist as the source of supply must also bear the words "obtainable from chemists' shops."

(e) Entering into contracts, with national insurance authorities, public institutions or others, having as their purpose the exclusion of other chemists, in any unfair manner, from supplying medicaments and surgical requisites.

(f) Fraudulent claims that the pharmacy has a privileged position, as by use of a misleading name such as "Central Main Pharmacy." A firm registered before the publication of these regulations may be continued.

(g) The use of misleading terms in describing or recommending medicaments, e.g., "the only genuine," "only to be had at —," "general dépôt," "main branch," "adopted by Health Insurance Authorities."

(h) Propaganda representing the specialities of other pharmacists to be of one's own manufacture.

(i) Misrepresentations as to healing properties, cheap-jack descriptions, text or illustrations unworthy of the profession.

(j) Directly or indirectly allowing rebates to customers. Certain exceptions to this rule are allowed as follows:—

(i) In the case of necessitous persons, in which case the rebate must be noted on the prescription.

(ii) To doctors, dentists, health practitioners and midwives at the uniform rate fixed by each district leader for his district (not to exceed 10 per cent.).

(iii) To carry out agreements made by the German Pharmacists' Council.

(l) Granting inducements of any kind in a manner offensive to good taste in order to capture business unfairly.

(m) Arrangements with doctors or other persons who treat sicknesses whereby medicaments are ordered under brand names or descriptions which prevent their being compounded by any other pharmacist.

(n) Supplying medicaments to persons for purposes of door-to-door hawking.

(7) Breaches of these regulations will be dealt with by professional tribunals.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," "The Chemist and Druggist," 28 Essex Street, London, W.C.2."

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough, systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, November 5, on which day the samples will be posted. Students' reports will be received up to Saturday, November 16. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the opening exercise in

THE ANALYTICAL TOURNAMENT

for the current winter session. Students may forward six stamped addressed envelopes (marked on the top "Corner for Students"), to be utilised month by month for the "salts." We offer special certificates and prizes for the best series of reports submitted on the exercises to be set from November 1935 to April 1936 inclusive. The awards will be made to the students who obtain the highest aggregates of marks for their reports upon the whole six exercises, and will comprise:—

First Prize.—Certificate of honour and books to the value of three guineas.

Second Prize.—Certificate of honour and books to the value of two guineas.

Third Prize.—Certificate of honour and books to the value of one guinea.

The competition is open to all pharmacy students who have not passed the Pharmaceutical Chemist Qualifying examination in Great Britain or Northern Ireland or the Licence examination in the Irish Free State. Former tournament prize-winners are disqualified from taking a tournament prize, unless it be a superior one to that previously gained. Besides the tournament prizes, the usual monthly awards will be made to junior students, viz.:—

First Prize.—Books to the value of 15s. (approx.).

Second Prize.—Books to the value of 7s. 6d. (approx.).

These monthly prizes will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact must be attested on their reports. They will not be awarded to former winners of tournament prizes. Students who adopt a *nom de plume* must adhere to it throughout the tournament.

INCREASE IN PANEL PRESCRIPTIONS.—Addressing the London Insurance Committee on October 24, the Minister of Health (Sir Kingsley Wood) said that since 1917 the number of insurance practitioners in the London area had increased from 1,300 to 2,174, the number of chemists from 751 to 1,035, and the number of prescriptions dispensed annually from 4,377,000 to 8,482,000.

Trade Notes

EDWARD HACK, LTD., Hanover House, 73-78 High Holborn, London, W.C.1, whose novelty toiletry lines are well known,



now issue the perfumes in attractive display boxes for use on counter or window shelf, one of which is here illustrated.

EMULGO.—Fredk. Boehm, Ltd., 17 Jewry Street, London, E.C.3, direct our attention to Emulgo, which they claim makes creams and ointments more effective. It is stated that so little as 1 per cent. to 2 per cent. of Emulgo will make valuable improvements in creams and lotions. Further particulars may be obtained on application.

WARNING NOTICE.—The Crookes' Laboratories (British Colloids, Ltd.), Park Royal, London, N.W.10, publish a warning to the effect that certain manufacturers are offering halibut liver oil to the retail trade with the statement that the product is Crooke's preparation. Messrs. Crookes' Laboratories wish emphatically to deny such statements.

BAYER PRODUCTS, LTD., have opened a branch office at Blackfriars House, Parsonage, Manchester, 3; Telephone: Blackfriars 2781; Telegrams: Bayerco, Phone, Manchester. As stocks are not held at the above address it is suggested that all orders be sent, as previously, to London in order that the usual prompt dispatch can be given.

YESTAMIN.—The English Grains Co., Ltd., Burton-on-Trent, whose sole selling agents are Wooldridges Medicine Co., Ltd., 16 Cedars Road, London, S.W.4, offer special display matter



in connection with their Yestamin yeast tonic. This preparation is being nationally advertised and a special bonus offer is made, details of which are obtainable on application.

JUVIGOLD DISPLAY.—The Middlesex Laboratory of Glandular Research, Ltd., 21 Farringdon Avenue, London, E.C.4, have sent us a set of their Juvigold show display material, one showcard of which is herewith illustrated. Display material is available for the use of all pharmacists who stock Juvigold Ductless Gland Tonic.



KEMBALL, BISHOP & Co., LTD., Bromley - by - Bow, London, E.3, are engaged in the erection of a large seven-storey building for the purpose of manufacturing citrate of lime and citric acid by the Pfizer process. Chas. Pfizer & Co. Inc. of New York claim to be the inventors of, and the first firm in the world to use, a fermentation process for this purpose on a large commercial scale.

KELLY'S DIRECTORY OF THE CHEMICAL INDUSTRIES, 1935, which has just been published (pp. xxxii + 1173, 36s., post free: 186 Strand, London, W.C.2), is the nineteenth edition of this well-known work of reference. The new volume contains some seventy more pages than the last edition, which was published in 1930, and the task of revision and correction has been fully as heavy as for any of its predecessors. It is a volume in every way worthy of the well-known series of trade directories of which it forms a part. This Directory embraces England, Scotland and Wales, and it contains the names and addresses of those engaged in the many branches of the chemical industries, both the manufacturing and selling branches being adequately dealt with. The following headings (selected from a total of some eight hundred) should give an indication of the wide scope of the information supplied:—Chemists and druggists; bottle manufacturers; chemical manufacturers (more than ninety separate headings); chiropodists; dentists; hospitals and dispensaries; opticians; patent medicine vendors; perfumers; all branches of the photographic trades; mineral and soda water manufacturers; veterinary surgeons. The book comprises:—(1) A places section, giving the names for each country arranged alphabetically under the towns and villages. (2) An alphabetical classification of trades for the London postal district, arranged with the names under each trade heading in alphabetical order. (3) A similar classification of trades, for the rest of England, Scotland and Wales. There is also an alphabetical list of branded articles and specialties in the chemical industries, together with the names and addresses of the manufacturers.

TELERAZOR.—The automatic electric Telerazor issued by Norma Technical Products, Ltd., Balfour House, Finsbury Pavement, London, E.C.2, strikes a new line in the use of safety - razor shaving. An important point offered by this razor is that an entirely self-contained electric battery is instrumental in giving an enjoyable and satisfying shave in half the usual time. National advertising commences on November 21 and full particulars may be obtained from the usual wholesalers or, in case of difficulty, from the firm introducing the razor. Supplies to the trade are now available, and showcards, as well as literature, may be obtained on application.



Marriages

ANDERSON—STATHAM.—At St. Anselm's Church, Hatch End, Middlesex, on October 26, Donald Campbell Anderson, assistant publisher of *THE CHEMIST AND DRUGGIST*, to Joyce Katherine Statham.

BOWMAN—SANDS.—At St. Margaret's Church, Lowestoft, on October 14, Leslie Bowman, chemist and druggist, to Olive Sands.

FARRAR—WELLS.—At Skegness, recently, John Edmund Farrar, chemist and druggist, Station Road Pharmacy, Heacham, to Dorothy Drusilla Wells.

GODFREY—COUVES.—At Holy Trinity Church, Gravesend, on October 16, Myles Dearlove Godfrey, chemist and druggist, to Ivy Sophie Couves.

GREGORY—BARLOW.—At St. Mary's Church, Chelsea, London, S.W., recently, J. Maurice Gregory, M.P.S., Denmark Hill, S.E., to Katie Barlow, Cadogan Street, Chelsea.

SHACKLETON—HAYWARD.—At Holy Trinity Church, Abergavenny, recently, William Henry Shackleton, chemist and druggist, to Grace Hayward.

Golden Wedding

FOGGITT—TWEEDY.—At St. Mary's Church, Thirsk, on October 28, 1885, by Canon Camidge, John Blackett Foggitt, Ph.C., to Helen Tweedy. Present address: 52 Main Street, Kirkby Lonsdale.

Deaths

KAY.—At Southport, on October 17, Mr. Tom Rostron Kay (James Kay & Sons, Ltd., manufacturing chemists, Ramsbottom, Lancashire), aged seventy-three. Mr. Kay had lived in retirement for about eight years.

McCoubrey.—At 248 Riverside Drive, Swansea, Toronto, on October 19, suddenly, Mr. James William McCoubrey, first vice-president and general manager of the United Drug Co., Ltd.

MATHEWS.—In hospital, on October 23, Mr. Francis Charles Mathews, chemist and druggist, Malden Road, New Malden, aged fifty-nine. Mr. Mathews commenced business at Malden in 1905. He was one of the founders of the local Rotary Club, a member of the committee of the local chamber of trade, and a freemason. Mr. Matthews leaves a widow and two children.

STEWART.—At 190 Bellfield Street, Glasgow, on October 24, suddenly, Mr. James Craig Stewart, chemist and druggist, 127 Tollcross Road, Parkhead. Mr. Stewart qualified in 1904.

Personalities

MR. CLEMENT J. V. BELLAMY, Ph.C., Oxford, has been returned unopposed to the City Council.

MR. G. A. CLARKE, M.P.S., Torquay, has been elected vice-chairman of the local Chamber of Trade and Commerce.

MR. D. T. EVANS, chemist and druggist (D. T. Evans, Ltd., chemists, Margate), has been appointed a visitor under the Lunacy and Mental Deficiency Acts.

MR. LLEWELLYN W. JONES, Amlwch, Anglesey, has been installed as Master of Cefni Masonic Lodge. Mr. Jones is a member of the Amlwch Urban District Council and past-member of the Llangefni Town Council.

MR. A. D. FOX, M.P.S., Lancaster, was installed Worshipful Master of the Vale Lodge No. 5256 at the Masonic Hall, Church Street, on October 23. Among those present were Bro. Smith (Bati & Gorst, chemists, Lancaster) and Bro. A. H. Boggis (Ayrton, Saunders & Co., Ltd., Liverpool).

Business Changes

MR. HAROLD JONES, chemist and druggist, has purchased the business of Elgers, Ltd., North Street, Crowland, Peterborough.

THE telephone number of Washington Chemical Co., branch of Turner & Newall, Ltd. (Chemical Sales Department), Asbestos House, Southwark Street, London, S.E.1, has been changed to Waterloo 6214, Extension 19.

Wills

MR. DOUGLAS MORTON SPONG, London Road and High Street, Biggleswade, chemist and druggist, who died on July 19 last, aged eighty-six, left estate gross value £5,660, with net personalty £2,773.

COUNCILLOR FREDERICK WILLIAM ARMSTRONG, 25 Maureen Terrace, Seaham Harbour, Durham, chemist and druggist, who died on June 7 last, aged sixty-six, left estate gross value £4,609, with net personalty £293.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, November 4

Paisley and District Chemists' Association, Y.M.C.A., Paisley, 8 p.m. Meeting of members.

Society of Chemical Industry, London Section, Burlington House, Piccadilly, W.1, 8 p.m. Joint meeting with the Food Group. Jubilee Memorial Lecture by Professor I. M. Heilbron, F.R.S., on "Chemical Enxirs of Life—The Recent Developments in the Chemistry of Sterols, Lipochromes and Related Compounds."

Brewers' Exhibition, Agricultural Hall, Islington, London, N.1. Closes November 8.

Book Exhibition, Dorland Hall, Lower Regent Street, London, S.W.1. Open until November 18.

British Handicraft Exhibition, Sunderland House, Curzon Street, London, W.1. Closes November 9.

Wednesday, November 6

Birmingham and District Branch of the Pharmaceutical Society, Imperial Hotel, Birmingham, 8.30 p.m. Inaugural meeting of the session. Dr. E. G. Bryant, F.R.C., on "New Apparatus Used in Pharmacy."

Harrow Branch of the Pharmaceutical Society, Gayton Rooms, Station Road, Harrow, 8.45 p.m. Mrs. Freke (member of Council of the Pharmaceutical Society) on "What the Society Does and Does not Do for the Retail Pharmacist."

Liverpool Chemists' Association and Liverpool and District Branch of the Pharmaceutical Society, Adelphi Hotel, 7.30 p.m. Annual smoking concert. Mr. Thomas Marus (vice-president of the Pharmaceutical Society) will appeal on behalf of the Society's Benevolent Fund. Tickets 2s. 6d., students 1s. 3d.

Photographic Dealers' Association, Park Lane Hotel, Piccadilly, London, W.1. Annual dinner, cabaret and dance. Reception by the president (Mr. C. T. Thonger), 6.30. Dinner, 7.

Silver Fox Exhibition, Agricultural Hall, Islington, London, N.1. Closes November 8.

Thursday, November 7

Manchester Pharmaceutical Association and Manchester, Salford and District Branch of the Pharmaceutical Society, Victoria Hotel, Deansgate, 8.30 p.m. Mr. J. H. Franklin and Mr. E. H. Simmons on "The Poisons Board Draft Rules and the Poisons List."

Pharmaceutical Society of Great Britain, Newcastle, District and Northumberland Branch. Lecture by Mr. A. A. Dick (member of the Council of the Pharmaceutical Society).

Department of Pharmacy, Birmingham Central Technical College, Room 508, Suffolk Street, Birmingham, 1. Lecture on "Modern Developments in Pharmaceutical Practice" (first of a series of twelve). Fee for the course, 11s. 6d.

Commercial Motor Show, Olympia, London, W.14. Open until November 16.

FORTHCOMING EXHIBITIONS.—*Chinese Art, Royal Academy, Burlington House, Piccadilly, London, W.1.* End of November to March. *Grocers' and Allied Trades', Liverpool.* November 13 to 23. *Arts and Handicrafts, Central Hall, Westminster, London, S.W.1.* November 13 to 23. *Public Works, Roads and Road Transport, Agricultural Hall, Islington, London, N.1.* November 18 to 23. *Health and Beauty, Horticultural Hall, Westminster, London, S.W.1.* November 29 to December 6.

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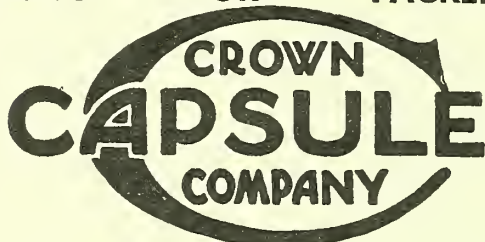
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Published 1934. Supplementary to Vol. I, and known as "The Chemist's Recipe Book." Contains formulas for adhesives, beverages, cleaning materials, culinary and household requisites, horticultural and agricultural preparations, inks, lozenges, perfumes, photographic preparations, polishes, soaps, toilet articles, varnishes, veterinary preparations, etc., including numerous descriptions of practical methods employed in their manufacture, and other information of use to pharmacists and manufacturers. Over 1000 pages.

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WOOTTON'S CHRONICLES OF PHARMACY.

In two vols., maroon cloth, comprising 770 pages.

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PRACTICAL METHODS OF URINE ANALYSIS.

The object of this book is to give chemists exactly the information they want on the subject. The book was written by a pharmacist who was an expert in this work, and has been revised by a medical practitioner and lecturer of long experience in clinical analysis. (Fourth Edition.) Contains 97 pages.

Price 4s., by post 4s. 3d.

PUBLISHED BY THE CHEMIST AND DRUGGIST

28 Essex Street, LONDON, W.C.2

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Glasgow, Scotland. Melbourne and Sydney,
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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

W/29. Drierite	F/23. Partridge Egg-shell ware
M/23. Dr. Lynn's female specific	R/23. Paratile
B/29. Durilax	H/30. Southwell's Acriflavine Emulsion
S/21. Madonna night-lights	D/29. Thisby perfumes
A/30. Malonurea (Robson)	

THE

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NO. 2908

Will Opticians Unite?

A BRIEF announcement in last week's *C. & D.* to the effect that the examinations of the Institute of Chemists-Opticians had been approved by the Ophthalmic Joint Benefit Committee again calls attention to the future of the optical profession. At the moment there appears to be a renaissance setting in, marked chiefly by the advent of a "New Deal" party. The committee of this organisation considers there should be a combination of the present bodies rather than the formation of another one, and stresses the point that directly some form of unity has been established the "New Deal" party will cease to exist. Writing to us regarding the objectives, Mr. Eric Bateman, Worthing, states:—

The party aims to unify the political power of the profession; so that one organisation can speak for the whole profession when negotiating with outside bodies like the British Medical Association or the Ministry of Health. Within the ranks of those by custom known as "qualified" consultants, there are three bodies wielding political power—the Institute of Ophthalmic Opticians, the Joint Council of Qualified Opticians and the British Optical Association. We have a plan to unify this power by constitutional means. We are not immediately concerned with legislation—we wish to unify first—but obviously we shall get a better Bill if we have a united political machine. We think that the Ophthalmic Joint Committee Report will become the basis for any future legislation, and we propose therefore to include any associations that are now recognised as competent within the meaning of the Report. . . . Ophthalmic optics is in a state of evolution—it is tending to develop along the lines of dentistry, at any rate, it is consultant work (which, of course, pharmacy is not), and, as a result of the great strides in development, particularly since the war, the political representatives of organised medicine see in us a danger, not to the public, but to their pockets. . . .

The committee of the "New Deal" party recognise that there should be one body which would fill the requirements of the consulting optician from a political point of view and that such organisation should not be an examining body. It is understood that the method to be followed for putting this policy into force is to secure petitions from members urging the formation of this central body, and a propaganda campaign is to be conducted by lectures at local associations. What at present seems obscure is the action it is proposed that such a body will take when formed, and whether such an organisation can achieve anything other than is within the power of the existing ones. As was shown at the time of the Optical Practitioners (Registration) Bill in 1928, one of the opticians' weaknesses was the fact that there were so many "voices." Had there been one body to speak for the whole it is more than likely that success would have been attained. As the result of the Ophthalmic Joint Benefit Committee it can be said that there is to-day a standard for examinations, but although this exists it might almost be claimed to have been arrived at in spite of, rather than as a result of, the optical profession. Undoubtedly a certain section of the medical profession is contesting the claims of ophthalmic opticians more strongly than it has done in the past; and

it is the divergence of view among the opticians' organisations which is making the medical propaganda more difficult to overcome. At the general election in 1928 we called attention to the desirability of there being at least one representative of opticians in the House of Commons. The need still remains, and if at any time there should be legislation affecting opticians such a member would have sufficient work to do in safeguarding the interests of a united profession without the added difficulties of internecine strife.

"Frozen Credits"

DURING the past few years one of the chief obstacles to our export trade has been that of exchange restrictions in force in many importing countries. In countries where such monetary controls are in operation the importing firm may be quite solvent, but is prohibited from making payment in full in the normal way direct to the shipper. Usually the foreign government acts as a receiver and pays the exporter a certain percentage of his account from time to time, according to the state of their exchange account with the exporting country. Such uncertain conditions not only demanded unduly extended credit but a considerable risk of financial loss. Examination of the new system of guarantees to shippers of payment in sterling introduced this week by the Export Credits Guarantee Department indicates that a real effort is to be made to institute a practicable method of assisting exporters. We publish on p. 546 of this issue the general conditions under which guarantee policies are issued and, in discussing the subject with the Organising Secretary, we were glad to find that the guarantees for up to 75 per cent. of the sterling value of the goods will be available in respect of goods shipped to about 90 per cent. of the importing countries of the world. Where there are no exchange restrictions in force, as, for instance, in Holland, France and Belgium, the premium charged will be as low as about 2s. 6d. per cent.; in other cases, where the exchange control is severe, the premium may reach as high as 1 per cent. The department will limit the amount of "cover" for each country, which may be adjusted from time to time. Applications for guarantee policies to cover reasonable and normal business of shippers will be given sympathetic consideration, but anything in the nature of speculative business or contracts providing for shipment over extended periods or for long term credit, will be discouraged. Machinery has been set up whereby it is hoped that applications will be dealt with quickly; this is essential if the system is to be of practical use. The facilities are not intended to operate as a subsidy to exporters; they aim at providing a guarantee of payment in sterling on a definite date of a substantial amount of the value of the goods covered by policy. They insure exporters not only against ultimate loss of the amount guaranteed but also against undue delay in receiving payment. For instance, an exporter might despatch goods to a country where at the time the goods were shipped there were no exchange restrictions in force, but before the date of payment fell due the importing country may have vetoed the purchase of sterling for the payment of debts. It is against such circumstances, which may arise in almost any country without much warning, that the Export Credits Department now offers protection. If, in this way, it succeeds in providing a workable, and

practicable method whereby the dangers of exchange restrictions and "frozen credits" and their crippling effect on international commerce are to some extent overcome, the scheme will have been well worth while.

Professional Pharmacy

ELSEWHERE in this issue we outline the recently introduced regulations which now apply to the profession of pharmacy in Germany. In last week's *C. & D.*, p. 509, we commented upon the commercial training for pharmacists in Ontario. An interesting comparison, therefore, can be made between the views which hold in Germany and those ruling in one of the British Dominions. It is a commonplace to state that professional pharmacy is seen to advantage on the Continent generally, whereas across the Atlantic commercial pharmacy has almost eclipsed the professional aspect of the craft. It would be unwise to attempt to prophesy as to which direction pharmacy in this country is traveling in. Without an intimate knowledge of official views it is not unreasonable to deduce from the trend of education in pharmacy that professional status is the *Ultima Thule*. In this connection, therefore, pharmacists are invited to ponder over the general regulations and those governing propaganda in the article to which reference has been made.

The Bedgebury Pinetum

THE current issue of the Kew "Bulletin of Miscellaneous Information" (1935, 5) contains an account, with plan, of the new National Pinetum at Bedgebury. The proposals for the formation of this addition to the resources of the Royal Botanic Gardens at Kew date back to 1922, in which year the Forestry Commission offered the Director of the Gardens a site on which the Kew collection of conifers, admittedly deteriorating through the combined influences of poor soil and increasing atmospheric impurities, might be re-established with better prospects. After several positions had been examined, an area of about fifty acres was selected at Bedgebury Park, twelve miles from Tunbridge Wells and four from Goudhurst. The existing timber was felled in 1925-26, and planting was begun during the same period under very unfavourable weather conditions. Additions have been made in each subsequent year. Rhododendrons, mountain pine and water-lilies have been planted in suitable spots, enhancing, no doubt, the attractiveness of what will prove to be a considerable asset in the scientific work constantly in progress under the Director of the Gardens. Visitors are welcomed, but are asked to respect the few restrictions announced on the notice boards.

Peter Bellon

IN the course of a letter asking for information, in a recent issue of "The Times Literary Supplement," concerning Dr. Peter Bellon, Mr. Paul Bunyan Anderson, of Iowa, U.S.A., contributes much more than is generally known about this minor luminary of the Restoration period. Bellon is not mentioned in the Dictionary of National Biography (unless incidentally) nor in the Encyclopædia Britannica; the General Catalogue of the British Museum, however, has several entries under his name, and these, with other familiar sources of information, have no doubt been consulted by Mr. Anderson. As the translator into English of le Fevre's book on Sir Walter Raleigh's cordial (1664), the name of Peter Bellon (or Belon) deserves to be kept in memory. It is possible to piece together a few scattered facts about him. Thus, we learn from the letter that he had received a recommendation from Sir Theodore de Mayerne, of first London Pharmacopœia fame, and that he was taken prisoner in 1659 during a premature attempt to restore Charles II to the throne. After the monarchy was re-established Bellon led a very active life, writing novels, plays and medical treatises. His interest in cinchona was shown in a book published in 1681 with the title "A new Mystery in Physick discovered by curing of fevers and agues by quinquina, or Jesuites Powder: translated from the French, by Dr. Bellon, with additions." It is perhaps too much (on account of date of publication) to hope that he is identical with the "Doctor of Divinity and Midwifery" who wrote a sixteen-page pamphlet entitled "The Exaltation of Christmas Pye, as it was delivered in a preaching in Lime Street on these words, 'And they did eat their plumb pyes and rejoiced exceedingly'"; but so versatile an author may well have fired off this quaint jest.

Parliamentary Election

THE seventh Parliament of the present reign was dissolved on October 25. Nominations are received on November 4, polling takes place on November 14 and the new Parliament will meet on November 26. In the following paragraphs we give a brief record of the candidates whose names had been announced at the time of going to press. The abbreviations adopted are: U. for Unionist, Nat. L. for National Liberal, Lab. for Labour, Ind. for Independent:—

MR. WILLIAM BENNETT, chemist and druggist, who represented South Battersea from 1929 to 1931, is a candidate (Lab.) in the East Cardiff constituency.

DR. E. L. BURGIN, who was the Parliamentary Secretary to the Board of Trade, is seeking re-election (Nat. L.) for Luton.

SIR WILLIAM EDGE (William Edge & Sons, dye manufacturers, Bolton) seeks re-election (Nat. L.) in the Bosworth division of Leicestershire.

MR. GILBERT GLEDHILL (U.), a director of G. H. Gledhill & Sons, Ltd., Halifax, and of The Gledhill-Brook Time Recorders, Ltd., Huddersfield, is one of three candidates contesting Halifax. At the last general election Mr. Gledhill was successful by a handsome majority over his nearest opponent.

SIR ERNEST GRAHAM-LITTLE, M.D., is seeking re-election (Ind.) for the University of London.

MR. H. HEWLETT, who is contesting (U.) the Clayton division of Manchester, is chairman and managing director of the Anchor Chemical Co., Ltd., Clayton, and of Joseph Anderson & Sons, Ltd., chemical manufacturers, Clayton.

MR. J. STANLEY HOLMES, who is a candidate (Nat. L.) for Harwich, is chairman and director a large number of companies connected with the drug trade (see *C. & D.*, September 7, p. 305). Mr. Holmes has already had parliamentary experience, as he represented North-East Derbyshire from 1918 to 1922.

CAPTAIN AUSTIN U. M. HUDSON is again contesting (U.) North Hackney (London, E.), which constituency he has represented since 1924. Captain Hudson is the son of the late Mr. L. E. Hudson, F.R.C.S., and grandson of the late Mr. Septimus Vaughan Morgan, one of the founders of *THE CHEMIST AND DRUGGIST*. Captain Hudson was Member for East Islington in the Parliament of 1922-23. His present post is Parliamentary Secretary to the Minister of Transport.

SIR HENRY JACKSON, M.B., B.Sc., a former Mayor of Wandsworth (London, S.W.), is again standing (U.) for the Central division of the borough, which he represented in Parliament from 1924 to 1929. He won back his seat in a three-cornered fight in 1931. Sir Henry is well known in London pharmaceutical circles, and has contributed to the proceedings of various scientific bodies.

SIR WILFRID H. SUGDEN, who is well known for his interest in the Ex-Service Pharmacists' League, is a candidate (U.) in West Leyton. Sir Wilfrid has had previous parliamentary experience, and has done valuable educational and social work.

AN APOTHECARY'S SNUFFBOX.—A recent issue of the "Proceedings of the Royal Society of Medicine" (28, 11) contains an illustrated note on an elaborate snuffbox made for John Graham, a Carlisle apothecary. The lid of the box bears in relief the arms of the Lumber Troop, an eighteenth-century London Club. Graham died on June 25, 1757, at the age of forty-nine.

A CHANGED TUNE.—"When the Retail Trading Standards Association was inaugurated in March last, there was a great deal of criticism of its action in adopting as a slogan for its members' use 'The Sign of Straightforward Shopkeeping,' the contention being that it implied that those outside the association are not as honest as those within. It is now announced that, after considerable debate, in which all were agreed that the slogan had created in the trade a most unfortunate impression, the executive council of R.T.S.A. have decided that 'The Sign of Straightforward Shopkeeping' shall be 'no more,' and that its place shall be taken by 'The Sign of Shopping Standards.'"—"The Grocer."

Poisoning Statistics for 1934

THE latest annual statistical review of the Registrar-General for England and Wales, covering the year 1934, has just been issued, so far as Part I of the Tables (Medical: Stationery Office, 6s.) is concerned. The following table shows the general statistics side by side with those for the year 1933:—

	1933	1934
Population (estimated) ...	40,350,000	40,467,000
Birth rate (crude) ...	14.4 per 1,000	14.8 per 1,000
Deaths... ..	496,465	476,810
Death rate (crude) ...	12.3 per 1,000	11.8 per 1,000
Poison deaths (corrected figures) {		
Accident ...	100	85
Suicide ...	815	747
Total ...	915	832
Ratio of poison deaths to total deaths ...	1 in 543	1 in 573

The figures as given in the report have been modified, according to our custom, by the deletion of deaths occasioned by coal gas, insect stings, poisonous plants, the administration of anaesthetics and other causes not of practical concern to our readers. The totals for the year are almost as gratifying as those of the "record" year (1932), showing only 85 accidental deaths out of 832 by poison. In illustration of the continuing fall in the proportion of accidental poison deaths to total poison deaths, we may extend a table we gave in our issue of December 17, 1932:—

1856 ..	Accidental poisonings	317	Total poisonings	457
1886 ..	"	228	"	507
1913 ..	"	211	"	723
1921 ..	"	122	"	479
1924 ..	"	97	"	501
1930 ..	"	134	"	849
1934 ..	"	85	"	832

Expressed in ratio, total poisonings exceeded accidental poisonings in 1913 by about 3.4 to 1; in 1924 by 5.2 to 1; in 1930 by 6.3 to 1; and in 1934 by 9.8 to 1. The figures for the separate poisons do not show any significant variation from those of recent years. A rise in suicides by means of carbolic acid, for instance, is more than balanced by a drop in the corresponding figures for hydrochloric acid and lysol. Aspirin, ammonia, cresylic acid and nicotine show a tendency to increase in frequency, especially in the suicide column; other regular items are virtually stationary. The "Kind not stated" entries are exceptionally small, indicating greater care in recording the names of poisons. The full table for three years is as follows:—

Name of Poison	1932		1933		1934	
	Negligence and Accident	Suicide	Negligence and Accident	Suicide	Negligence and Accident	Suicide
A.B.C. liniment...	1	2	3	3	—	1
Acetanilide ...	1	—	—	—	1	—
Acetic acid ...	—	1	1	5	1	—
Acetic and salicylic acids	—	1	—	—	—	—
Aconite (and aconitine)	—	2	—	2	—	—
Aconite and belladonna	—	2	—	—	—	—
Adalin ...	—	—	—	—	1	—
Aero-cotanol ...	—	—	—	1	—	—
Allonal ...	1	1	—	—	1	—
Ammonia ...	7	31	9	27	7	31
Ammonia, camphor, &c.	2	—	—	1	—	—
Ammonia and potassium permanganate	—	—	—	1	—	—
Anilin ...	—	1	—	—	—	—
Antimony chloride ...	1	—	—	1	—	—
Arsenic ...	2	9	2	7	1	9
Aspirin ...	3	12	7	9	10	11
Barbitone ...	5	8	9	7	8	8
Belladonna (and atropine)	6	—	1	3	—	1
Benzene ...	—	—	—	—	2	—
Bromidia ...	—	—	1	—	—	—
Camphor (and camphd. oil)	1	2	2	—	1	2
Carbolic acid and preps.	2	72	7	38	3	67
Chloral ...	—	2	1	1	3	2
Chloral and a bromide	1	—	—	—	—	—
Chloral urethane ...	—	1	—	—	—	—
Chloretone ...	—	—	—	—	—	1
Chlorodyne ...	1	1	—	—	—	2
Chloroform ...	—	2	2	—	—	1

Name of Poison	1932		1933		1934	
	Negligence and Accident	Suicide	Negligence and Accident	Suicide	Negligence and Accident	Suicide
Chloroform and coal tar	—	1	—	—	—	—
Cinchophen ...	1	—	5	—	3	—
Coal-tar derivatives ...	1	2	—	—	—	4
Cobalt, salt of ...	—	—	1	—	—	—
Cocaine ...	—	2	—	—	—	1
Codeonal ...	—	1	—	—	—	—
Copper sulphate ...	—	—	—	3	—	—
Cresote and preparations	—	2	—	5	—	2
Cresolene ...	—	1	—	—	—	2
Cresylic acid ...	1	3	—	4	1	8
Dial ...	—	1	3	3	1	2
Didial ...	—	1	—	—	—	—
Digitalis and preparations	1	—	—	1	1	—
Ergoapiol ...	—	—	1	—	—	—
Eserine ...	—	1	—	—	—	—
Formalin ...	—	—	—	—	1	—
Heroin ...	—	—	—	—	—	1
Hydrochloric acid ...	4	53	5	108	4	72
Hydrocyanic acid ...	1	22	—	22	—	28
Iodine and preparations	—	1	—	2	1	2
Ipecacuanha ...	1	—	—	—	—	—
Izal ...	1	3	—	8	1	4
Jeyes' fluid ...	—	5	—	2	—	8
Lime water (?) ...	—	—	1	—	—	—
Luminal ...	—	—	4	5	3	5
Luminal and barbitone	1	—	—	—	—	—
Lysol ...	5	334	4	326	3	286
Lysol and adrenaline ...	—	—	—	—	—	1
Medinal ...	4	6	7	8	3	11
Mercurous iodide ...	—	—	—	—	—	1
Mercuric chloride ...	3	4	1	1	2	4
Mercury, ammoniated ...	—	—	—	2	—	—
Mercury biniodide ...	—	—	—	1	1	—
Metaldehyde ...	—	—	—	1	—	1
Methyl alcohol ...	2	—	1	1	1	1
Methyl salicylate and preps.	3	1	2	2	2	1
Nembutal ...	—	—	1	—	—	—
Nicotine ...	—	12	1	10	—	13
Nitric acid ...	—	1	—	3	—	2
Nitro-hydrochloric acid	—	—	—	1	—	1
Nitrobenzene ...	—	—	—	—	—	3
Opium, laudanum, and morph.	6	7	5	11	4	8
Oxalic acid ...	1	29	1	36	1	27
Paraldehyde ...	1	1	1	1	—	—
Phanodorm ...	—	—	1	1	—	—
Phosphorus ...	—	8	2	10	—	4
Pistola powders ...	1	—	—	—	—	—
Potash, caustic ...	—	—	—	—	1	—
Potassium bromide ...	1	1	—	—	—	—
Potassium chromates ...	—	—	—	2	—	4
Potassium cyanide ...	1	65	1	72	1	60
Potassium oxalates ...	—	—	—	1	—	1
Potassium permanganate	—	1	—	3	—	1
Pyramidon ...	—	1	—	—	—	—
Quadronox ...	—	—	—	—	—	1
Quinine ...	—	—	—	—	1	—
Rytol ...	—	1	—	—	—	—
Salicylic acid ...	—	—	—	—	—	1
Sanitas ...	—	1	—	—	—	—
Sedormid ...	—	—	—	—	1	—
Semonal ...	—	—	—	1	—	—
Sloan's liniment ...	—	—	—	—	—	2
Soda, caustic ...	3	1	4	—	3	—
Sodium carbolate ...	—	1	—	—	—	—
Sonnifaine ...	1	—	—	—	—	—
Soneryl ...	—	1	—	—	—	1
Strophanthus ...	—	—	—	—	—	1
Strychnine (and nux vom.)	1	10	1	13	—	13
Sulphonal ...	—	1	—	—	—	—
Sulphuric acid ...	—	6	1	12	1	9
Tetrachlorethane ...	—	1	—	—	—	—
Turpentine and mixtures	—	1	—	—	1	1
Veramon ...	—	1	—	1	—	—
Veronal (see "Barbitone")	—	—	—	—	—	—
Veronal-sodium...	—	1	—	—	—	—
Zinc chloride ...	2	—	—	—	—	—
Zinc sulphate ...	—	—	—	2	—	—
Kind not stated ...	1	30	2	21	4	9

A longer survey of statistics of poisoning in England and Wales discloses the fact that the annual average number of accidental deaths from poisoning by opium, laudanum or morphine in 1882-86 was 81.6 and of suicidal deaths by the same means 40; in 1892-96 the respective figures had risen to 96.6 and 64.6; and in 1912-16 they had dropped to 36 and 35.2 respectively. With this drop came a rise in the incidence of deaths of both kinds by the agency of various synthetic hypnotics. Whether the new Poisons Rules will have any effect in modifying this situation remains to be seen.

Anæmia and Nutrition

THE following passages are taken from a monograph by Dr. George R. Minot in "The Journal of the American Medical Association," 105, 15, 1176:—

The development of information concerning anæmia during the past decade has permitted the clear recognition that this condition often may be dependent on defective or deficient nutrition. Wide gaps in our knowledge remain, and complete information concerning the mechanism of producing anæmia associated with nutritional deficiency must be obtained in the future, but at present one can recognise that anæmias may arise because of a lack or non-availability in the body of at least three classes of dietary substances: (1) Iron, (2) vitamin C, and (3) a mysterious substance contained abundantly in liver and, to a less extent, in certain other organs which, if absent, makes normal blood formation impossible, and anæmias of the so-called pernicious type ensue.

There is very little evidence that in man deficiency of copper plays a significant rôle in the production of anæmia. It may perhaps do so occasionally in infants. In human anæmia the copper of the blood is usually increased. While it is true that in young children, when iron is supplemented by copper, it sometimes enhances the rate of hæmoglobin formation, in adults copper therapy apparently is very seldom of value. It is not difficult to create serious copper poisoning by administering relatively small amounts of copper.

It is important to appreciate that there are factors which may inhibit nutrition and intensify a deficient state. Thus, in anæmia they inhibit blood formation and hinder the action of such therapeutic agents as liver extract and iron. Such factors are infection, serious damage to vital organs, arteriosclerosis and increased or altered metabolism. It also must be recognised that the body should always contain an appropriate reserve supply of nutrient substances readily available for extra demands. The individual whose body has received for a long time only just enough of a nutritional factor, such as a vitamin or mineral, to maintain health may be precipitated into the zone of partial deficiency with the advent of infection.

The hasty administration of both liver and iron before the actual needs of the patient have been intelligently considered may lead to embarrassing circumstances. Pernicious anæmia should be diagnosed earlier than it usually is. It is often not diagnosed until the patient has had definite symptoms for a year or more attributable to a deficiency of the material he needs. With liver extract, stomach or other preparations effective in pernicious anæmia, the common error is to give too little, particularly after the blood has become approximately normal. Each case is an individual problem. There is no need for the parenteral use of iron except, perhaps, in an extremely rare case. A distinctly effective daily dose parenterally is close to a toxic dose. Thus the injection of small doses every few days is to be deplored. The problem of what preparation of inorganic iron or liver extract or allied substance to use resolves itself into choosing any one of many effective preparations and giving an appropriate amount of that particular preparation for the given patient. The daily dose of the iron salts is variable, the maximum for iron and ammonium citrate being in the range of 6 gm. and of ferrous sulphate in the range of 1 gm.

An Early Aztec Herbal

A SIXTEENTH-CENTURY Aztec manuscript, the "Codex Barberini," is the subject of a monograph in the "Journal of the American Pharmaceutical Association" (24, 9, 771). Its precise title is "A book of Indian Medical Herbs composed by a certain Indian physician of the College of Santa Cruz, who is not theoretically learned, but is taught only by experience. In the year of our Lord Saviour 1552"; and its presence in the Vatican Library suggests that it may not have been without influence on European medicine. Certainly Mexican medicine was included in the curriculum of the Santa Cruz College of the early Franciscan friars. Aztec medical knowledge was brought to Europe by ships' captains, travellers and merchants as well as by the writings of the erudite, and there is evidence that roots, bark and herbs were shipped to Europe in large quantities.

The manuscript contains the earliest illustrations of some 204 plants and trees of Mexico, together with a list of ailments and diseases and the mode of treatment. The Vatican manuscript is translated from an original Aztec text, and is made up into the form of a book containing thirteen chapters, complete with table of contents. Some attempt has been made, as in certain European herbals, to group ailments according to the region of the body, beginning with the head and proceeding to the feet. Descriptions of many of the plants, which are illustrated in brilliant colours, contain some 300 Aztec words for which no Latin equivalent was found. Treatments for mange, scabs, falling hair, cataract, tumour of the eyes, cold in the head, quinsy, fever, fatigue, helminthic infections, dysentery and hæmorrhoids are described, together with notes on medicine for promoting lactation. Usually a page is devoted to a single treatment. The principal plants employed are arranged at the head of the page, above a description of the usage. For example, the plant *Tzotzocaxihuitl* or wart-plant is illustrated above the statement: "A warty person is healed if you apply to the warts the leaves of *helioscopium* (wart-wort) ground in water, so that the warts will become putrescent and so may be lifted off. It will be helpful also to rub the warts with water in which a human body has been washed." A juice which "stops a tumor growing on the breasts, if the swelling breasts be smeared with it" was to be obtained from "ground cedar leaves and cones, of the leaves and root of *Quanyhyanhltli* (wild-incense), the rush, *Pocahualizxuihtontli* (rare-little-plant), and *Totecyxiuh* (herb of Totec—god of the goldsmiths)." Many of the remedies include ingredients which have long been used in medicine, among them salt solution, a form of soil containing a large quantity of soda, onions and honey water, oil of indigo, egg white or yolk, charcoal, etc. Numerous unguents were used, as well as plasters with a base of feathers or hair or rubber. The bezoar stone, especially that from roosters; numerous stones and variously coloured earths; and native wines were frequently employed, some of them mixed with the juices of plants or parts of animals. Probably the earliest record in America of the use of *datura* as a narcotic is to be found in this work. The use of the vanilla and cocoa plants is also described. Appropriately enough the final chapter is concerned with "certain signs of approaching death."

The work of translation into Latin from the original Aztec was partially completed in Santa Cruz in 1552 by Juan Badianus, a native of the district of Yuchimilco and reader in the College of Santa Cruz, to whose founder, Francisco de Mendoza, and his father, Antonio de Mendoza, first "Viceroy of this India," the manuscript is dedicated. From the dedication it appears that the book was intended as a gift to his "Holy Cæsarean Royal Catholic Majesty," Charles V of Spain.

Hæmolytic Action of Ascorbic Acid

A NOTE in a recent issue of "The Journal of the American Medical Association" (105, 13) warns medical men against a latent danger in the intravenous use of solutions of ascorbic acid. A patient was given 100 mgm. of ascorbic acid dissolved in 10 c.c. of sterile distilled water by vein and had a chill immediately after the injection, followed by fever and general discomfort. The reaction was thought to be due to the hæmolytic effect of the acid. This prompted an inquiry into the hæmolytic action of neutralised and unneutralised ascorbic acid dissolved in either physiological solution of sodium chloride or distilled water. It was noted that concentrations of 1:1,000 or stronger of natural or synthetic ascorbic acid in physiological solution of sodium chloride or water cause human blood cells to hæmolyse at once. No hæmolysis occurs within forty-eight hours in dilutions of 1:5,000 or weaker of the acid in 0.9 per cent. sodium chloride solution. Red cells do not break down when in contact with 2 per cent. or less sodium ascorbate dissolved in physiological solution of sodium chloride. Aqueous solutions of the sodium salt of less than 3 per cent. strength are hypotonic, and thus may cause hæmolysis. On the basis of these observations it is suggested that for intravenous use solutions of the sodium salt of ascorbic acid of approximate isotonicity should be the rule, i.e., 1 per cent. of the salt dissolved in physiological solution of sodium chloride or 3 per cent. in distilled water.

Diet and Climate

Abstract of two Cantor Lectures delivered before the Royal Society of Arts by Harriette Chick, D.Sc., and published in the issues of the Society's Journal for September 13 and September 20

(Concluded from THE CHEMIST AND DRUGGIST October, 5, p. 429)

The Use and Abuse of Cereals

Among those inhabiting temperate and tropical regions, diets composed too exclusively of cereals provide the other extreme, and such diets are, on the whole, less satisfactory. Cereals form a most convenient and acceptable food of high energy value, and millions of human beings subsist on diets in which these preponderate. Cereals, however, are lacking in minerals, their protein has a nutritive value inferior to that of eggs, milk and many flesh foods, they are devoid of vitamins C and D, and when, in the process of milling, the outer layers of the seed are removed, they lack also vitamins A and B. Maintenance of health on a cereal diet depends on the nature and amount of the other supplementary foods taken. Since cereals, where these are available, are the cheapest form of calories, an exclusively cereal diet is the diet of poverty, and is often associated with deficiency diseases, especially when taken in a highly milled form and thus deprived of the B vitamins present in the germ and outer seed coats.

An interesting example of the association of dental disease and diets consisting largely of cereals, is provided in the history of the population of Iceland, who, after the settlement from Ireland and Scandinavia in the ninth century, subsisted on a carnivorous diet for several hundred years, and bread was unknown. It is stated that rickets and dental caries were also unknown in the island until after 1850, since when, with increasing import and consumption of cereals, these defects have steadily increased. The connection of dental caries with consumption of cereals dates back as far as the history of ancient Egypt, where the cultivation of cereals as food is supposed to have originated. Dental caries is said to have been a common disorder in those early times. The connection of dental caries and rickets with excess of cereals in diet has received confirmation in the recent work of E. Mellanby (1925) and of M. Mellanby and Pattison (1932).

On the island of Tristan da Cunha in the South Atlantic, no cereals are grown, and the position is so remote from trade routes that little food is imported. The climate is suited to the cultivation of potatoes, and these are consumed largely by the population as source of carbohydrate and of energy. Fish, milk, penguin eggs and green vegetables form the other main ingredients of the diet, while flour, tea and groceries are luxuries only brought at rare intervals by visiting ships. The health of these islanders is stated to be exceptionally good and dental caries to be extremely rare. In a survey by Sampson (1932) the teeth of 131 out of 156 islanders examined, of all ages from infancy to nine years, were found to be in perfect condition and entirely free from decay. The mouths of the children were perfect. An old man of seventy-five years, who was examined, showed a perfect set of teeth, none of which showed the slightest sign of decay. One special feature of this diet seems to be the large use of potatoes as source of carbohydrate and the relatively scanty consumption of cereals.

The Vegetarian Diet

It will be clear from the foregoing paragraphs that a strict vegetarian diet has definite dangers. The diet of many "vegetarians" in civilised Europe consists of cereals, nuts, vegetables and fruits, with abundance of dairy products in the form of milk, butter, cheese and eggs. Such a combination of plant foods and dairy produce will provide as perfect nutrition, according to our present knowledge, as a more mixed diet which includes fish, flesh and fowl, and be more acceptable to the taste and ethics of many people. But strictly vegetarian diets, such as are taken, for example, by the poor Hindu living in the plains of Southern India, composed of milled rice and pulses, with scanty supplements of vegetables, fruits and vegetable fats, present a very different proposition. Such a diet could only approach the physiological ideal if it included an abundance of green-leaf vegetables, and this is an impossibility in a hot, dry and crowded district. The Bengali, nourished on such an imperfect diet, has a poor physique and is lacking in

energy. McCarrison (1932) has carried out an interesting series of experiments at the Nutritional Research Laboratory at Coonoor, in which groups of rats were reared on diets arranged to reproduce so far as possible those taken by the different tribes in India. Rats reared on the "Sikh diet" showed a 60 per cent. increase of their original weight in eighty days, those reared on the "Pathan diet" did almost as well, while the growth on a "Madras diet" was less than half as great (i.e., a 25 per cent. increase of the original weight in eighty days).

An illustration of the effect of difference of diet on tribes living in the same district is, however, available in the study by Orr and Gilks (1931) of two East African tribes living side by side in the highlands of Kenya, of similar racial stock but of vastly different habits. The Masai are pastoral and carnivorous; milk in large quantities, up to two quarts daily, meat, and blood form a large proportion of the diet, especially of the young fighting men, though bananas, beans and cereals are also consumed. The Kikuyu, on the other hand, are agricultural and mainly vegetarian, subsisting on cereals, tubers, plantains, legumes and vegetables. The men eat mostly cereals and tubers, while the women, in accordance with some tribal tradition, have a monopoly of the green-leaf vegetables available. The incidence of disease was also different among the two tribes. The Kikuyu children suffered from rickets, dental caries was commoner, and there was more tropical ulcer, bronchitis and tuberculosis. There was less incidence of disease among the girls, who ate more freely of green vegetables, and their appearance was better than that of the boys. Among the Masai, notwithstanding their finer health, energy, and physical courage, rheumatoid arthritis and constipation were noticeable and might be connected with the large amount of protein eaten, up to 300 grams daily for the men, or about three times that usually considered to be the optimum for correct nutrition.

Protection from scurvy has always been a serious problem where extremes of climate, such as are found in Arctic snow-bound regions or in dry tropical deserts, cause a lack of fresh vegetable food. Fresh meat muscle contains the antiscorbutic vitamin C (ascorbic acid) in small amounts only and the organs of animals—brain, kidney, adrenal—contain it in larger quantity. Experience has shown, however, that a diet of meat and fish provides enough vitamin C to protect against scurvy. In the history of Arctic exploration, where the European explorer has adopted the meat diet of the inhabitants of the region, all has gone well, but the attempt to live on stores transported from civilisation, in order to reproduce the home diet, has often led to tragedy.

Ascorbic acid, as we now should call vitamin C, since the discovery of its identity by the researches of Szent-Györgyi (1933), is an unstable substance suffering ready oxidation with loss of its activity and nutritional value. Its richest natural sources are fresh leafy and other vegetables, fresh fruits and fresh fruit juices, notably those of oranges, lemons and other citrus fruits; it is also contained in smaller amount in fresh meat and milk. It is destroyed in the ordinary processes of cooking and also during heating or drying, as practised in methods of preservation. Consequently, preserved or dried fruits and vegetables may be regarded as useless for protection from scurvy. When, for example, in the history of exploration, reliance has been placed on preserved lime juice, risk of scurvy has invariably been present. Our recently acquired knowledge provides a guarantee against such a disaster, for in future pure ascorbic acid can be included in the stores of explorers and small doses taken daily as a prophylactic.

Liquors made from freshly malted grain usually have some antiscorbutic properties. The remarkable freedom from scurvy among Captain Cook's crew, in his second voyage of three years' duration, was ascribed to his habit of serving large rations, "1 to 2 or 3 pints a day each man, or in such proportion as the surgeon found necessary," of "sweet wort," a small beer, freshly made from malted barley. Freshly sprouted seeds of cereals or beans are an important item in diet in Malay and

China, and fermented drinks made from germinated millet are taken daily in large quantities by the Kafirs in South Africa. Outbreaks of scurvy occurred in France during the Great War among Kafir labour companies, whose diet, although arranged to reproduce that of their native kraals, departed from it in one important particular. In the preparation of their beer, germination of the grain was omitted (Dyke, 1918). Native Kafir beer, which is taken in large quantities, was found by Delf (1921) to contain a small but significant amount of vitamin C, about as much as fresh dairy milk.

Problems of Diet in Our Own Country

With the knowledge at present available of the nutritional value of various foodstuffs, defective nutrition in a civilised community becomes a matter of ignorance or poverty. Low wages or unemployment allowances, coupled with high rents, often make the attainment of an adequate diet an impossibility without special efforts or outside assistance. The problem is to obtain a sufficiency of the "protective foods," which are the expensive foods. If the *quality* of the diet could be thus secured, the *quantity*, i.e., adequate calorie intake in the form of bread, sugar, potatoes, etc., can be left to take care of itself, these commodities being so cheap that even the very poor can usually obtain enough to satisfy hunger.

Vitamin D.—The lack of a supply of the antirachitic vitamin from sunshine during a large part of the year makes the provision of vitamin D in the food imperative, especially for children. Well-situated families will see to it that there is abundance of eggs and butter in the winter dietary and that all infants and children get a daily dose of cod-liver oil. The distribution of cod-liver oil for poorer children through the medium of dispensaries and welfare centres is already an established custom and should be extended.

Milk.—Milk is expensive; 1,000 calories, as milk, cost about 10d., with milk at 7d. a quart, whereas 1,000 calories of bread cost about 1½d., or about one-seventh as much. Skim milk, however, is, or might be, cheap and plentiful and of great value in the dietary of dwellers in rural and dairying districts, where the children of the poor are often insufficiently supplied with full milk. It should not be beyond the wits of our authorities to devise some means by which the surplus milk produced in this country, whether full or separated, could find its way at a low price to the people who need it, in the fresh state, rather than be sold at a low price to the manufacturers of dried milk.

Skim milk, although deprived of its fat, is still a source of valuable protein, of minerals, and of some vitamins. Most modern diets, in which cereals and sugar figure largely, tend to be deficient in minerals. Calcium salts and phosphates are present in skim milk to an amount only equalled by green-leaf vegetables. The popularising of skim milk and separated milk, either in the fresh or dried state, or in the form of cheeses and other products, is a matter worth serious attention. Milk which has been deprived of its fat retains about half its original calorie value; skim milk, therefore, at 10d. a quart, would approach bread as a source of calories in cheapness and, although low in vitamins A and D, would also provide many dietary essentials lacking in cereals. The results of the recent trials, in which extra skim milk distributed to school children in Scotland, had an effect in no way inferior to that of whole milk, suggest that the diet of these children was lacking in "good" protein and minerals, rather than in fat or vitamin A, which the milk fat would have supplied.

Butter.—These statements about skim milk do not in any way minimise the great value of milk fat and butter in a dietary. Bread and butter will always remain one of the most valuable and most acceptable articles in our daily food. The provision of cheap butter from the Empire should discourage the use of margarine, with great advantage to the consumer.

Green vegetables and salads are unequalled as sources of minerals and of vitamins A, B and C. When taken raw as salads, the antiscorbutic value is much greater, and the loss of minerals, which takes place when the vegetables are boiled in water, is also avoided. The provision of vitamin C presents little difficulty in a mild climate like our own, where, in addition, citrus fruits are cheap and plentiful throughout the year. The growing of watercress could, however, be encouraged in rural districts where conditions are suitable, and provide a valuable cheap salad, even in winter.

Cereals and other sources of carbohydrates.—Cereals in the form of bread, oatmeal, rice are bound to form the bulk of the diet for most people, and rightly so. Not only the cheapness

of bread, but its good flavour, its digestibility and general acceptability, are great recommendations. Bread and milk, or oatmeal porridge and milk, are not only nice foods, but physiologically excellent, but the milk should be there. Brown bread (made from flour containing the germ and the bran of the grain) has nutritive qualities which are absent from white bread; it contains more minerals, protein of better quality, large amounts of the B vitamins and some vitamin A. Children should be trained to take brown bread, and on no account should bakers be allowed to treat it as a "fancy" variety and charge a higher price. In a similar way the less refined should be preferred to the more refined kinds of sugar, as possessing traces of "impurities," chiefly mineral, of definite nutritive value.

Potatoes can play much the same rôle as bread in a dietary, in provision of carbohydrate and energy, and have certain nutritive advantages. When eaten in large quantities they provide the antiscorbutic vitamin in winter, when other sources are less plentiful. They possess valuable minerals and do not contain the rachitogenic "toxamins" which are present in cereals and need to be counteracted by other elements in the diet (E. Mellaub, 1925). They are a cheap food and might figure more largely in the dietary of children than they do at present, with advantage to the health, especially of the teeth.

Eggs, fish, meat.—These are the expensive foods. Eggs certainly give value for money, in providing nearly all the "protective elements." Liver and kidney must be placed in the same category, but meat muscle is nutritionally inferior. An occasional meal of liver is much to be recommended, but unfortunately, since the recent recognition of its special dietetic excellences and value in treatment of anæmia, what was formerly a cheap form of food has now become a luxury. Meat (muscle) is chiefly valuable for its savoury taste and stimulating effect, which are much prized, especially by inhabitants in northern countries.

The herring, which is, or should be, the cheapest and most plentiful of fish, is also one of the most nutritious. In the proper season and under conditions where it can be obtained fresh, mackerel is a good substitute. These fish, which possess the nutritive qualities of salmon, are among the most valuable foodstuffs we possess and should figure in every dietary where economy is of importance. They also provide the mineral iodine which is contained in fish, though sparsely distributed in other foods, and of which a small amount in the diet is necessary for health.

Minerals.—The adequate provision of minerals is a chapter in dietetics which has received too little attention in the past. A generous and well-varied diet will probably contain enough without any special precaution. The value of milk, green vegetables and fish in providing special minerals has been discussed under the previous headings in this section. The universal need for an abundant provision, in particular, of lime salts and phosphates, and the ways in which they can be supplied, has been mentioned repeatedly in the previous sections.

Iron salts and prevention of anæmia.—The problem of a sufficiency of iron salts and of the prevention of anæmia is one of special urgency under certain conditions. The milk diet of the young infant, though well supplied with other minerals, is relatively poor in iron salts, and Mackay (1931) has drawn attention to the prevalence of nutritional anæmia in the first year of life. In such cases direct medication of the infant with iron salts is the proper treatment, and Mackay has shown the good results which follow, both as regards steady growth and protection from anæmia, as well as from respiratory infection. It is probable that the introduction of iron-containing foods to the infant's diet at an early age is a wise precaution. Such are egg yolk, green vegetables, especially spinach, given in purée form, minced liver and meat. The fact that human milk is slightly richer in iron than cow's milk no doubt partly explains the greater prevalence of anæmia among bottle fed, as compared with breast fed, infants.

The problem of anæmia in poor mothers is equally urgent. In a recent investigation by Davidson and others (1933) on the incidence of anæmia among men (45), women (455), and children five to fourteen years old (100), of the poorest class in Aberdeen, a severe degree of anæmia was found present in 4 per cent. of the men, in none of the children, and in 14 per cent. of the women. Some degree of anæmia was found present in nearly half the women examined, and appeared to be due to the excessive demands on iron made in connection with menstruation and child-bearing. Medication with iron salts caused rapid cure of the anæmia.

Ether Containers

IN a recent issue of "The Journal of the American Medical Association" (104, 25) there appeared an article by Drs. Ella M. Hediger and Harry Gold giving the results of an investigation into the relative merits of large and small containers for ether. The authors begin by pointing out that the United States Pharmacopœia X gives the following direction:—"Caution—Ether to be used for anæsthesia must be preserved only in small, well-closed containers, and is not to be used for this purpose, if the original container has been opened longer than twenty-four hours." Doubt arose in the minds of the authors of this monograph as to the necessity for this caution, and they decided, after reviewing the existing evidence, to make a fresh study of the question. Several anæsthetists declared that they had used ether from cans that had been opened several days and that they had not observed any special danger in its use. On the other hand, many felt that such ether is undesirable, and among these the most divergent opinions prevailed regarding the nature of the danger.

Those administering the anæsthetics were unaware of the source of the ether, and identified the specimens in terms of code numbers in their records. The supply was delivered to the operating rooms in $\frac{1}{4}$ -lb. and $\frac{1}{2}$ -lb. cans of ether bearing a special uniform label with the date and time the can was filled and a consecutive code number. All the cans were tightly stoppered with ordinary cork. Ether remaining in the small can after twenty-four hours of the time it was filled was not used for anæsthesia during this study; this afforded more uniform and comparable conditions for the comparison of the two types of ether. At irregular intervals the drum ether was tested by the U.S.P. X tests for peroxides, aldehydes and acid. In addition, all ether was tested daily by other extremely delicate tests for peroxides and aldehydes. The U.S.P. bulk ether as supplied by a well-known manufacturer was bought in 55-lb. drums. For convenience of filling the daily supply of $\frac{1}{4}$ -lb. and $\frac{1}{2}$ -lb. cans, the ether in the drum was transferred to 5-lb. tins which had previously contained ordinary U.S.P. ether. These were thoroughly rinsed with the fresh drum ether, then filled with the latter, stoppered with cork, placed on a shelf in a dark room and stored at room temperature. This ether was compared with the ether labelled "for anæsthesia," which was obtained in $\frac{1}{4}$ -lb. and $\frac{1}{2}$ -lb. sealed cans. The cans were opened for the daily supply and the contents transferred to the $\frac{1}{4}$ -lb. cans bearing the uniform label, after they were thoroughly rinsed with the fresh ether. In general, the two types of ether were alternated daily, although no fixed order was followed, in order to avoid possible detection by the anæsthetist. Other routine precautions were taken to obtain definite results.

Variable Factors

An attempt was made to ascertain whether there is any difference between the quantities of the two types of ether necessary for anæsthesia. There are so many variable factors in an analysis of this kind that again the statistical value of the figures obtained in a relatively small group of cases is open to question, especially in the group in which ether was not the sole anæsthetic agent. Taking the group of 113 patients who received ether alone, the amount was recorded in forty-four cases in which the small can ether labelled "for anæsthesia" was used and in fifty-nine cases in which the drum ether was used. The amount of small can ether ranged in the different cases from 0.25 oz. to 10.5 oz., with an average of 3.26 oz. The amount of drum ether ranged from 0.25 oz. to 9 oz., with an average of 2.16 oz. It seems extremely unlikely that these figures represent actual differences in the anæsthetic potency of the two types of ether. In any case, however, they lend no support to the view commonly expressed that ether taken from a can which has been opened some time loses much of its power to induce anæsthesia. An analysis of the data on the post-operative complications revealed comparable conditions with the two types of ether.

Two additional groups of data have been analysed, the chemical tests of the drum ether and the relative incidence of "satisfactory" and "unsatisfactory" anæsthesias in the cases in which the two kinds of ether were given. The contents of three 55-lb. drums of U.S.P. ether had been transferred to twenty-five 5-lb. tins, which were opened from time to time for the filling of the $\frac{1}{4}$ -lb. cans. The number of times the tins

were opened and the intervals between the first opening and the last testing are stated in a table. Extremely delicate tests, capable of detecting traces of aldehydes and peroxides, gave negative results as long as sixty-eight days after the tins were first opened. None of the twenty-five tins showed signs of chemical deterioration of the ether. This monograph obviously draws conclusions at variance with accepted opinion, and will no doubt give rise to discussion.

New Books

Poster. 12 in. by 9 $\frac{1}{2}$ in. Pp. 48. Borough Billposting Co., Ltd. (Odhams Press, Ltd.), Ranelagh Road, London, S.W.1. [Printed on art paper, lavishly illustrated in colours, bound in heavy stiff covers of cream buckram, this book is presented free to existing and prospective customers of the publishers. Its four sections deal respectively with the reasons for poster advertising, the design of the poster, its production and printing, and the sites available. Photographs, drawings and reproductions of posters amply illustrate each section. The book is handsomely produced.]

The Pharmacopœia of Charing Cross Hospital.—5 $\frac{1}{2}$ in. by 3 $\frac{1}{4}$ in. Pp. 183. [Revised so as to recognise the main changes in the British Pharmacopœia, 1932, and the British Pharmaceutical Codex, 1934. Certain proprietary preparations in use in the Hospital are included. The formulas of the ear, nose and throat department are now given a separate section. Special diets, antidotes for poisons and the preparation of patients for various operations and treatments are other features of this well-printed book.]

Year Book of the American Pharmaceutical Association, 1933. Vol. 22 (1935). 8 $\frac{3}{4}$ in. by 5 $\frac{3}{4}$ in. Pp. 520. American Pharmaceutical Association, Washington, D.C., U.S.A. [A compendious review of the world's literature pertaining to pharmacy and allied sciences, "portraying as accurately as possible the progress made during the year." The work has been compiled from nearly 100 technical publications, including the *C. & D.* and several other British pharmaceutical and medical journals. Abstracts are sectionalised under the headings: Pharmacy (general and special); Materia Medica (vegetable drugs, animal and biological products, new remedies and pharmacology, etc.); and Chemistry (general, inorganic, organic and analytical). The "Code of Ethics" of the Association, dealing with the duties of the pharmacist to the public, to the physician and to his own and other professions, is an interesting part of the sixty-six pages devoted to the affairs of the Association.]

The Extra Pharmacopœia of Martindale & Westcott: Vol. II. 20th edition. 6 $\frac{3}{4}$ in. by 3 $\frac{3}{4}$ in. Pp. 889. 22s. 6d. The Pharmaceutical Press, 23 Bloomsbury Square, London, W.C.1; H. K. Lewis & Co., Ltd., 136 Gower Street, W.C.1. [The preface sets forth the principal changes that have been made in compiling this edition. The section relating to the analytical notes on the chemicals and materia medica of Volume I has, for all practical purposes, been entirely rewritten. The revision of the pages dealing with nutrition has been extensive, as might be expected. The sections on water analysis and on sterilisation have been completely rewritten. Further formulas of proprietary medicines are included. The "Analytical Addenda to Chemicals and Materia Medica in Volume I" occupy 204 pages, a fact indicating the importance of possessing the complete work. The typography appears to us an improvement on that of previous editions. Tables and glossaries complete the information given, as from the first appearance of the book, in a condensed and readable form.]

HOUSING ACT, 1935.—The Ministry of Health has issued, through the Stationery Office, five pamphlets on various matters connected with the Housing Act, 1935. These are of interest to those engaged in municipal work.

"KINDNESS ITSELF."—"Although the new Poisons Regulations would not interfere very much with the grocery trade as a whole there were those who had a medicine counter, and it was satisfactory to find that the Federation, *working with the Pharmaceutical Society*, had been able to keep in the hands of grocers articles which might have been taken away from them and placed in the hands of pharmaceutical chemists."—From a report presented at a meeting of Birmingham and Midlands grocers.

Assisting Export Trade

Credits Guarantee Regulations

THE Export Credits Guarantee Department, 9 Clement's Lane, Lombard Street, London, E.C.4, have issued the following regulations for the guidance of exporters in connection with their new system of guaranteeing part payment for goods shipped from this country to overseas destinations:—

1. The Department guarantees to an exporter of United Kingdom goods invoiced in sterling that he will receive from a solvent buyer 75 per cent. of the sterling value of those goods six months after the original due date of the bill or account provided that all exchange restrictions and regulations have been fully and punctually complied with.

2. The goods to which this guarantee applies are goods shipped within three months of the date when the Department's transfer cover is issued.

3. The guarantee thus provided will hold good for the whole of the shipments (up to the limits agreed for the buyers concerned) made during that three months whatever situation may develop in the country of the buyer, although naturally exporters will be expected to exercise ordinary prudence in considering shipments to any country whose exchange position is becoming seriously strained.

4. The Department may, however, at any time decide not to issue additional transfer cover in respect of further shipments (i.e., beyond the three months' period) or in excess of the amount already authorised on any country or for any class of goods.

5. Similarly it may change its premium for the transfer cover from one day to another. Premium once paid will apply to the whole of the shipments during the three months. Two exporters of the same goods to the same country who obtain transfer cover on different dates may thus find themselves paying different rates of premium. This situation is comparable to that which exists in the foreign exchange markets where forward sales of currency on two different dates may command different rates. There is no injustice in either case and there can be no question of any refund or adjustment of premium.

6. The premium charges will vary according to country and length of credit and will be kept as low as possible. Long credits will not be encouraged.

7. In the event of the Department's becoming liable to pay under its guarantee, it will retain a charge upon the proceeds of recoveries until its payments have been recouped with interest.

8. The Department cannot consider offering transfer cover for individual transactions. In view of the immense complications of the business, transfer cover to any country will normally be available only to exporters who insure the solvency of the whole of their overseas buyers under the Department's Comprehensive Guarantee. The cover will be issued as an Addendum to that Comprehensive Guarantee.

9. In fixing from time to time its premium charges and conditions, the Department will have the advantage, in consultation with its Advisory Committee, of the best expert opinion and information available. In view of the anticipated demand for this form of cover and the constant changes in the situation of foreign countries, the Department will not be able to enter into any lengthy correspondence.

Dutch Cinchona and Quinine Trade

THE following notes are extracts from a report published in World Trade Notes by the U.S.A. Department of Commerce: Imports of cinchona bark into the Netherlands during the first six months of 1935 totalled 2,560 metric tons, all but 9 tons coming from Netherland India. This is 37 per cent. less than was imported during the corresponding period of the preceding year. Although exact figures are not yet available, it is assumed that Netherland imports of cinchona continue to represent the bulk of all shipments of this bark from Netherland India. In the last five years over 85 per cent. of the colony's

exports have gone to Holland, while in 1934 shipments constituted about 99 per cent. of the total. Exports of cinchona bark from Netherland India direct to foreign countries, relatively unimportant in recent years, have gone chiefly to Japan and other Far Eastern markets. The Netherland quinine factories do not use all the cinchona bark imported. During the last five years over 51 per cent. of the bark received has been re-exported. Of the 2,560 tons of bark imported in the first half of 1935, 1,726 metric tons were shipped to the following countries:—

Destination	First 6 months			Destination	First 6 months		
	1933	1934	1935		1933	1934	1935
United States ...	338	318	313	Switzerland ...	—	130	124
Germany ...	724	576	753	Great Britain ...	—	191	81
France ...	557	360	417	All others ...	44	44	38
				Total ...	1,663	1,619	1,726

The average declared value of all cinchona bark exports from the Netherlands during the first six months of 1935 was Fl. 1.14 (an increase of almost 24 per cent. over the value of imported bark), while the declared value of shipments to the United States averaged over Fl. 1.23 during these months. Among the factors which affect the export value is the quinine content of the bark, which varies considerably.

PRODUCTION OF QUININE.—Stocks of cinchona bark held in Netherlands and Netherland India were said to aggregate 17,000,000 kilos in 1933, corresponding to almost twice the annual consumption, and it is believed that bark stocks in the Netherlands are still considerable. Net imports of cinchona bark into Holland have been as follows (in kilos):—1930, 5,357,566; 1931, 3,331,565; 1932, 3,091,517; 1933, 330,707; 1934, 3,077,357; and 1935 (first six months), 834,000. The average quinine content (in terms of quinine sulphate) of the bark imported into the Netherlands in 1930 was 6.34 per cent.; in 1931, 6.06; in 1932, 6.56; in 1933, 7.10; and in 1934, 7.18. An almost uninterrupted increase of quinine content from 5.63 per cent. in 1924 to 7.18 in 1934 is ascribed chiefly to progressive improvement in the strain of cinchona trees planted in Netherland India.

DUTCH QUININE EXPORTS.—Exports of quinine salts from the Netherlands have averaged 504,113 kilos annually during the last five years. In the first half of the current year 239,000 kilos quinine salts (mostly quinine sulphate), valued at Fl. 2,839,000, were exported. Shipments to the United States, which have averaged 103,460 kilos annually during the last five years, amounted to 57,000 kilos during the first six months of 1935. Netherland exports of quinine in metric tons during the six months under review were as follows:—United States 57, Russia 53, Italy 32, Great Britain 20, Greece 19, all others 58, and total 239.

Doses or Days

THERE is an irritating habit, followed by some doctors in writing out their prescriptions, of leaving as a subject for speculation the total quantity of medicament which is to be supplied. The prescription is written out for one dose and the appropriate quantity of each ingredient is stated. Then follows the directions for use, e.g., "3ss. three times a day." But the ambiguity occurs when the prescriber inserts another figure (say, 8) and does not indicate whether it refers to doses or ounces. But this ambiguity is further complicated by a practice that has sprung up of recent years—in fact has been carried by the younger men from their hospital days into their private practice. This ambiguity arises because when the prescriber is asked whether he means (by the lonely figure 8) doses or ounces, he replies: "Neither; that is the number of days for which you must provide a supply." In such a case, then, neither 3iv. nor 3viii. is to be dispensed, but 3xij. (three doses each day for eight days). In some districts this is a real source of trouble to chemists who dispense insurance prescriptions; and it is only when they become quite accustomed to the practitioner's peculiar methods that they can be sure of interpreting the prescription correctly.—VIATOR (4/10).

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, October 31

THE peak of the recent active business seems to have been passed, and this week the markets have not been quite so busy. Values, as a whole, are keeping quite steady at the recent advances. There is no doubt that business in all markets during October has been very good, and probably the best experienced for some considerable time. The PHARMACEUTICAL CHEMICALS markets continue to attract a steady flow of business and prices for many of the leading lines are fully steady and tend to advance. Of the imported products PHENAZONE continues to be quoted at cheap figures; the possibility of this product not being re-exempted from key industry duty for 1936 should not be overlooked. Home makers' prices are all very steady. It now seems probable that any Sanctions that may be imposed affecting shipments from Italy will not come into operation before November 15. Sanctions prohibiting credit and the export of certain metals are now in operation.

Crude Drugs

Business in these products has been fairly good, but not so brisk as in former weeks. Scarcity of supplies continues almost a general feature. AGAR on spot is firm; new crop quotations for distant positions are rather easier. The famine in supplies of CURAÇAO ALOES is still acute, spot and forward. Prices for the small spot stocks of BUCHU are firm and again dearer. There has been a fair sale of CASCARA SAGRADA on spot; shipment offers are small. Spanish and Portuguese ERGOT continues at high figures for shipment, and only isolated modest quantities are on offer; the Russian product on spot is again dearer. Limited arrivals of MATTO GROSSO IPECACUANHA are firmly held at good prices. MENTHOL has had a dull week except for a modest spot demand; shipment tends rather easier. Spanish-Italian MERCURY is dearer again for shipment, with record sales for October reported. ORRIS ROOT is a strong market. Most products in the SEEDS markets are keeping steady. SENEGA has been quiet and the demand for SENNA has been none too good, but values are quite steady. SQUILL has reached famine prices on spot. Supplies of most of the medium white grades of TRAGACANTH have run out on spot. BEES' WAXES have advanced again on short supplies, and CARNAUBA WAX is also dearer for the same reason.

Essential Oils

A fair amount of routine business has been done this week, but the main features, such as the Sicilian products, have not been quite so active. The shipment offers of STAR (ANISE) are again rather easier. The spot demand for BERGAMOT has slackened, but values are, in most instances, being fully maintained; shipment is quoted dearer, but, owing to present conditions, may be considered a nominal market. CASSIA is very scarce on spot and dear. Rather firmer conditions are reported in the shipment market for LAVENDER. Sicilian hand-pressed LEMON continues at high figures on spot, but business has dropped off rather badly; most holders, however, are maintaining their prices and not pressing sales. Californian cold-pressed is again dearer with nothing available on spot. LEMONGRASS is slightly cheaper for shipment and dull. Good prices are being obtained for the limited supplies of French Guinea ORANGE on spot, and the shipment market is better. Japanese PEPPERMINT is about steady on spot, but tends easier forward. SPEARMINT continues very irregular on quotation. In the FIXED OILS markets business has been fairly satisfactory and values are well up. PALM OILS are again dearer. LINSEED is steady at a decline. TURPENTINE is quoted cheaper.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	October 31	Value of the £
Amsterdam ...	Fl. to £	12.107	7.24½	11/11½
Berlin ...	Mks. to £	20.43	12.22½	11/11½
Brussels ...	Belgas to £	nominal	29.22	16/8
Copenhagen ...	Kr. to £	18.159	22.40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas. to £	25.22½	36	28/5
Milan ...	Lire to £	92.46	60½	13/1
Montreal ...	Dol. to £	4.86½	4.97½	20/5½
New York ...	Dol. to £	nominal	4.91½	20/2½
Oslo ...	Kr. to £	18.159	19.90½	21/11
Paris ...	Fr. to £	124.21	74½	12/0½
Prague ...	Kr. to £	164.25	118½	12/0½
Stockholm ...	Kr. to £	18.159	19.39½	21/4
Warsaw ...	Zloty to £	43.38	26½	12/0
Zurich ...	Fr. to £	25.2115	15.10	12/0½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THE demand for the products of this market continues on quite a good scale, and the general tone is steady. Mercurials, iodides and bismuth salts are very steady and active. Salicylates are meeting with a good seasonal demand.

ACETANILIDE.—Rather more inquiry, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRIN.—Fair business continues, dealers' prices unchanged: crystals, five cwt., 18s. 0½d.; two cwt., 18s. 5½d.; less than two cwt., 18s. 10½d. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Dealers report steady business at keen prices: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10½d. in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN (TABLETS).—The following are agreed wholesale prices of the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Market is steady, limited spot business: spot, one cwt., 15s. 3½d.; 56 lb., 15s. 8d.; smaller parcels, up to 16s. per lb.

BENZOIC ACID (B.P.).—Makers' prices steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—The demand continues active, makers' prices fully steady: carbonate, one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; less than 8 lb., 8s. 6d. per lb., carriage paid.

BROMIDES.—Quite a good business with prices now steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; small quantities, 2s. 5d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—A little more inquiry: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Continental makers' agreed prices: pure alkaloid, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., delivered, 5-lb. tins free, smaller packing extra. Citrate, two cwt., 5s. 5½d.; one cwt., 5s. 6½d.; 56 lb., 5s. 7½d.; smaller quantities, 5s. 8½d. per lb., delivered. British material: pure, 56 lb., 8s. 4d.; less, 8s. 6d. per lb. Citrate, 56 lb., 5s. 9d.; less, 6s. per lb.

CALCIUM LACTATE.—Fairly good business with values about steady: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CARBOLIC ACID (B.P. CRYSTALS).—The scale of prices for deliveries to June 30, 1936, is as follows: Twenty tons, 7d.; ten tons, 7½d.; one ton, 7½d.; less than one ton, 7½d. per lb., in drums, carriage paid. Wholesale distributors' prices for small parcels will be dearer.

CHLORAL HYDRATE.—Makers' prices steady, average demand: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Market is steady and unchanged: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without obligation. Dealers' prices for imported material are competitive.

COCAINE.—British makers' prices for this market for wholesale bulk quantities are as follows: HYDROCHLORIDE and NITRATE, 25 oz. and over, 29s. 9d.; 16 oz. and less than 25 oz., 30s. 9d.; over 8 oz. and less than 16 oz., 31s. 9d. per oz. PURE, CITRATE and SALICYLATE, 25 oz. and over, 32s. 6d.; 16 oz. and less than 25 oz., 33s. 6d.; over 8 oz. and less than 16 oz., 34s. 6d. per oz., 16-oz. packages free, smaller packing extra. The scales of prices applicable to distributors of smaller quantities are as follows: HYDROCHLORIDE and NITRATE, 8 oz., 34s. 1d.; 4 oz. and less than 8 oz., 34s. 7d.; 2 oz. and less than 4 oz., 35s. 5d.; 1 oz. and less than 2 oz., 36s. 5d.; ½ oz. and less than 1 oz., 37s. 11d.; ¼ oz. and less than ½ oz., 40s. 11d. per oz. PURE, CITRATE and SALICYLATE, 8 oz., 36s. 10d.; 4 oz. and less than 8 oz., 37s. 4d.; 2 oz. and less than 4 oz., 38s. 2d.; 1 oz. and less than 2 oz., 39s. 2d.; ½ oz. and less than 1 oz., 40s. 8d.; ¼ oz. and less than ½ oz., 43s. 8d. per oz., packages extra. Resale: Sales subject to buyers undertaking not to re-sell any quantity at below the scale price for such quantity current at the time of re-sale. These scales of prices do not apply to

export business, particulars of which may be obtained from the usual sources of supply. Export prices vary as to destination and are unchanged.

CREAM OF TARTAR.—Fair business, market steady: British material, 99 to 100 per cent., 79s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

HEXAMINE.—Makers' prices for bulk quantities are competitive; fair business: B.P. powder, from 1s. 3½d. to 1s. 4½d.; free-running crystals, from 1s. 7d. to 1s. 8½d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt., 1s. 7½d.; one cwt., 1s. 8d.; 14 lb., 1s. 10d.; smaller parcels, up to 2s. per lb., carriage paid.

IODIDES.—There is quite a brisk demand for these salts, and prices are fully steady. Potassium Iodide, B.P., one cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, up to 6s. 8d. per lb.

MERCURIALS.—Makers' prices for these salts continue firm and tend to advance; business quite good. Chloride, B.P., one cwt., 4s. 9d.; smaller parcels, from 4s. 10d. per lb.

METHYL SALICYLATE.—Business moving on a very fair scale: spot, ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Quite a nice spot business is reported, market steady: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, 20s. 8d. per lb.

PARALDEHYDE.—Moderate inquiry, market steady: 1 w-quarts, 1s. 9d.; 6 w-quarts, 1s. 7½d.; 12 w-quarts, 1s. 5½d.; 36 w-quarts, 1s. 4½d. per lb., carriage paid on minimum 6 w-quarts; one demijohn, 1s. 2d. per lb., carriage paid.

PHENACETIN.—Some limited inquiry, with quotations at a low level: crystals or powder, bulk quantities, 2s. 7d. to 2s. 8d.; smaller parcels, 2s. 9d. to 3s. per lb.

PHENAZONE.—More inquiry and some quotations are keen: crystals, five cwt., 8s. 9½d.; two cwt., 9s. 0½d.; and less, about 9s. 3d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Rather competitive, with not much business about: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC ACID.—Market is competitive; business mostly in small quantities: quoted from 26s. to 27s. per lb., in 2-lb. bottles.

PIPERAZINE.—Continental material quoted as follows: in 8-oz. bottles, 11 lb., 53s. 4½d.; 2 lb., 54s. 9½d.; less, 56s. 3d. per lb., ex warehouse. In 1-oz. bottles, 11 lb., 61s. 10d.; 2 lb., 63s. 3d.; less, 64s. 9d. per lb., ex warehouse.

POTASSIUM PERMANGANATE (B.P.).—Steady demand; mostly in small parcels; market steady: spot, five cwt., 9½d.; one cwt., 10d. per lb., in drums; druggists' parcels, from 10½d. to 1s. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' prices for spot material are at about 6s. 3d. to 6s. 4½d. per lb., as to quantity.

QUININE SALTS.—Convention scales of prices continue steady; business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; hydrochlor., 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hyposulphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities; 100-oz., tins free; smaller packing extra. For shipment business the war risks rate of insurance is for buyer's account.

RESORCIN.—A limited demand; British material only available: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

SALICYLIC ACID (B.P.).—Fair demand, market steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Rather more inquiry, Convention prices steady: spot, crystals, two cwt., 3s. 6d.; one cwt., 3s. 6½d.; 56 lb., 3s. 7½d.; smaller parcels, up to 4s. per lb.; powder, 2½d. per lb. extra.

SANTONIN.—Prices from first-hands steady; some outside cheaper sellers. Not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

SILVER NITRATE.—Makers' prices are as follows: 2 to 24 oz., 2s. 1½d.; 25 to 49 oz., 2s. 0½d. per oz. Standard silver, 29½d. per oz.

SODIUM SALICYLATE (B.P.).—Continues steady and business is quite good: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Dealers report moderate spot business, market steady: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market quoted at former figures: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign material at competitive prices.

Crude Drugs, etc.

AGAR.—Demand for spot and afloat continues fair, the latter required for the Continent; prices are maintained. There are more offers of new crop for February-May, equal monthly shipments: spot, Kobe No. 1, 3s. 6d.; No. 2, 3s. 2d.; Yokohama No. 1, 3s. 2d. per lb.; shipment, Kobe No. 1, 3s.; No. 2, 2s. 9d.; Yokohama No. 1, 2s. 8½d. per lb., c.i.f. New crop, February-May, equal shipments at 2s. 2d., 2s. 1d. and 2s. 1d. per lb., c.i.f., respectively.

ALOES.—The Cape product continues steady but in limited request. Curaçao are firm and scarce on spot and the very limited shipment offers are firm at high figures: Cape, spot, 50s. for prime in boxes; shipment, boxes, 45s.; cases, 50s. per cwt., c.i.f. Curaçao, spot, 102s. 6d. to 112s. 6d., if available; shipment, few small lots quoted from 95s. per cwt., c.i.f.

BALSAMS.—Nothing very much doing here, market steady. *Tolu*, 1s. 5d. to 1s. 6d.; *Canada*, 2s. 10d.; *Peru*, 5s. 4d. per lb., spot.

BARBASCO ROOT.—Not much inquiry: spot, about 1s. 2d. per lb., duty paid, for material testing 5 per cent. rotenone.

BELLADONNA.—Occasional small spot business. Leaves, 65s.; root, 57s. 6d. per cwt., spot, for small parcels.

BUCHU.—Further sales are reported, and the very few bales remaining are firmly held, the lowest price at the moment being 1s. 5d. for rounds, with other holders wanting 1s. 6d. and upwards. Still higher prices are anticipated.

CAMPHOR.—Market has been quieter, quoted unchanged: tablets, 2s. 6½d.; powder, 2s. 4½d.; slabs, 2s. 4½d. per lb.; shipment, tablets, 2s. 3d.; powder, 2s. 2d.; slabs, 2s. 1½d. per lb., c.i.f. English refined is still unchanged; flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Some limited spot business is reported: spot, Russian, 6s. 9d.; Chinese, about 2s. 6d.; shipment, 2s. 3d. per lb., c.i.f.

CASCARA SAGRADA.—There has been quite a nice inquiry on spot, chiefly for matured bark. Shipment offers are limited and mostly for less than car-load lots of old peel, at the following figures: 1935 peel, 37s. 6d.; 1934 peel, 40s.; 1932 peel, 45s. 6d. per cwt., c.i.f.

CHAMOMILES.—A fair business and values are steady at 115s. to 135s. per cwt., as to quality. Some off-colour at slightly lower figures.

CLOVES.—The market has been rather quiet this week: Zanzibar, spot, 7½d.; shipment, November-December, 6½d. per lb., c.i.f.; Madagascar, in bond, 6½d.; shipment, November-December, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 26 were *nil* and the deliveries 53, leaving a stock of 2,850. From January 1 to date the landings of Zanzibar have been 2,960 and the deliveries 3,204. Landings of Madagascar for the week ended October 26 were *nil*, and the deliveries 73, leaving a stock of 1,543. From January 1 to date landings of Madagascar have been 3,753 and the deliveries 2,444 packages.

COCOA BUTTER.—Continues steady at the recent advance. Prime English, 9½d. to 9½d. per lb. Foreign, about 9d. per lb., as to quantity.

COCONUT (DESICCATED).—Fair business continues and quoted values are steady: spot, fine, 25s.; medium, 24s. 6d. per cwt.; shipment, halves, October, 23s. 6d.; November-December, 22s. 9d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports the Norwegian shipment market continues steady with business rather quiet. Shipment, finest Lofoten steam refined non-freezing medicinal oil, 90s. to 91s. per barrel, c.i.f. London; spot, in small lots, 132s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 110s. to 112s. 6d. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLCHICUM.—A limited spot business, with spot parcels of root quoted at about 40s. per cwt. Seed, about 11d. per lb.

COLOCYNTH.—There is very little on spot, and the price is 2s. 3d. for small lots. For shipment, 2s. 2d., c.i.f., has been paid for U.S.P.

DAMIANA LEAVES.—Dealers are offering small parcels on the spot at about 9d. per lb.

DEKRIIS ROOT.—The spot market continues rather slow with prices about 11½d. to 1s. 2d. per lb., according to test.

ERGOT.—There is no sign of a break in the market, which continues at the recent high figures. Up to 6s. 9d., c.i.f., is reported to have been paid for Spanish and/or Portuguese, but further small offers at this figure have failed to find buyers. Whatever may be available on spot is firmly held for 7s. 9d., and Russian is now not less than 5s. per lb., and there is still no authoritative news on the coming crop from that source.

GENTIAN.—Some lots of French root are available on spot at 36s. to 37s. 6d. per cwt., as to quantity.

GINGER.—Values continue at the recent sharp advances, market rather quieter: West African, spot, 50s.; shipment, November-December, 42s. 6d. per cwt., c.i.f.; new crop, January-February,

37s., c.i.f.; Jamaican, spot, bold, in barrels, 96s. to 100s.; small grinding, from 72s. 6d. per cwt., in bags, ex store.

GUM ACACIA.—This market continues fully steady but the volume of business done has been modest: spot, Kordofan cleaned sorts, 52s. 6d.; bleached, No. 1, 110s.; extra, 120s. per cwt.; shipment, Kordofan cleaned sorts, 50s. per cwt., c.i.f.

HYDRASTIS.—Business has been of small account; shipment market rather easier. Spot, 7s. 9d. to 7s. 10d.; shipment, about 7s. 6d. per lb., c.i.f.

IPECACUANHA.—Scarcity of good test root has persisted, but a parcel just arrived should ease the position a little; values are well maintained: Matto Grosso, B.P. test, 5s. 6d. per cwt., spot.

MENTHOL.—This market has lost its former strong tone and activity. Except for a moderate spot demand things have been dull this week, and the forward positions are tending easier. K/S brands, 13s. 10½d. to 14s.; in bond, 12s. 6d. to 12s. 7½d.; October-December, 11s. 10½d., c.i.f., re-sellers. Japanese shippers quote November-December at about 12s. per lb., c.i.f., with little interest shown.

MERCURY.—The Spanish-Italian group report their shipment price is again dearer. Sales during October to all destinations are stated to have been unusually heavy and constitute a record. Quoted at 59 dollars 50 cents. per bottle, f.o.b., Continent; spot, in small lots, £12 12s. 6d. per bottle, ex store.

OPIMUM.—A steady demand on spot for odd cases: spot, 1s. 5d. to 1s. 5½d. per unit, landed and duty paid.

ORRIS ROOT.—The new crop, small thin Verona type root, is quoted on spot at about 47s. 6d. Any old crop now available would be worth up to 52s. 6d. per cwt.

PEPPER.—Values are level on the week and the market is fairly steady, average business: Lampong, in bond, 3½d.; shipment, November-December, 3d.; January-March, 3½d., c.i.f. Tellicherry, spot, 5½d. Aleppy, spot, 4½d. White Muntok, in bond, 5½d.; shipment, November-December, 5½d. per lb., c.i.f.

PIMENTO.—The market continues firm and is again at an advance: spot, 4½d. per lb.; shipment, November-December, 41s. per cwt., c.i.f.

QUAESIA CHIPS.—Dealers are offering spot supplies at about 21s. per cwt. in small quantities.

QUILLATA BARK.—Dealers are offering spot supplies at about 30s. per cwt., with business quiet. Shipment, about 24s. per cwt.

RHUBARB.—Occasional spot business at full prices. On spot, Shenshi, small stocks at 3s. 9d. to 4s. Rough round is dearer at 1s. 3d. up to 1s. 5d. per lb., as to quality. China again advises unable to offer any kinds for shipment.

RUBBER.—A further slight recovery in values on the week, market closing rather firmer. Standard ribbed smoked sheet, spot, 6½d.; November, 6½d.; December, 6½d.; January-March, 6½d.; April-June, 6½d.; July-September, 6½d. per lb.

SEEDS.—**ANISE.**—Spot, duty paid, Spanish, 65s.; Bulgarian, 31s. **CANARY.**—Mazagan now offered at 37s.; Spanish, 48s. to 52s. 6d., d.p. **CARAWAY.**—Market unchanged. Dutch, 35s., duty paid, 28s. 6d., f.o.b. Holland. **DILL.**—Indian, 11 per cent., 16s. 9d., spot. **CORRINDER.**—Morocco old crop, 19s. 6d. spot, duty paid; new crop, 18s. to 18s. 6d. **CUMIN.**—Malta, spot, 49s. 6d., duty free. Morocco, 48s. 6d., duty paid. **PENUGREEK.**—Morocco, spot, 15s., duty paid; for shipment, 12s., c.i.f. **MUSTARD.**—English, 21s. 6d. to 32s. 6d. per cwt., according to quality.

SENEGAL.—This market is attracting little attention at the moment: spot and forward, about 1s. 4d. per lb.

SENNA.—There has been a moderate inquiry during the past week with values keeping steady at the figures detailed in last week's report.

SHELLAC.—Market is quoted dearer on the week: spot, standard TN orange, 58s. 6d. to 62s. 6d.; fine orange, 90s. to 150s.; pure button, 85s. to 95s. per cwt., spot. For delivery, TN, November, 58s.; December, 59s.; For arrival, TN, November-December, 63s. per cwt., c.i.f.

SQUILL.—It is now very difficult to locate supplies of good white on spot; a few bags of fair white are held for 45s. per cwt.

TRAGACANTH.—Supplies of the lower medium grades ranging from £14 to £20 per cwt. have run out with a very limited stock of grades from £21 to £24 on hand. Intermediate grades are quoted from £5 to £6 and textiles qualities from 70s. to 90s. per cwt.

VALERIAN ROOT.—A modest business is reported on spot, with small parcels of Belgian root quoted at 57s. 6d. per cwt.

WAX.—**BEES.**—Higher prices are quoted, supplies short. Shipment offers are restricted and dearer. Abyssinian, spot, 115s.; in bond, 105s.; shipment, 103s., c.i.f. **Benguella**, spot, 115s.; shipment, 105s., c.i.f. **Conakry**, spot, 115s.; shipment, 107s., c.i.f. **Dar-es-Salaam**, spot, 115s.; shipment, 110s. per cwt., c.i.f. **CARNAUBA.**—Stocks now extremely scarce and dearer spot and forward. Fatty grey, spot, 187s. 6d.; shipment, October-November, 175s., c.i.f. Chalky grey, spot, 185s.; shipment, October-November, 170s., c.i.f. **Primeira**, spot, good quality is very scarce and firm at 225s.; afloat, 220s.; shipment, October-November, 205s., c.i.f. **Mediana**, spot, 210s.; shipment, October-November, 195s. per cwt., c.i.f.

Essential Oils, etc.

ALMOND.—Spot business is fairly good in small lots: English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb.; foreign, cwt. lots, 2s. 4d.; smaller parcels, 2s. 7d. per lb. French, bitter, 8s. 9d. per lb.

ANISE (STAR).—The shipment market is again easier this week. The spot market is quoted unchanged, business quiet: spot, leads, 2s. 1½d.; tins, 1s. 11½d.; drums, 1s. 11d. per lb., ex store; shipment, leads, 1s. 9d.; tins, 1s. 7d.; drums, 1s. 6½d. per lb., c.i.f.

BAY.—Market steady, usual small business: 49 to 50 per cent., 5s. 1½d. to 5s. 4½d. per lb., as to quantity.

BERGAMOT.—With the probability of sanctions coming into force at an early date, the shipment market is more or less nominal with the latest prices received in the region of 8s. 6d. to 8s. 10½d., c.i.f. No business is recorded at these figures, and it is doubtful if orders could be negotiated at any figure at the moment. A fair amount of oil has been landed here recently, and other consignments are now on their way. The spot market has been rather quieter, but most holders are not pressing sales. The ideas of spot values vary considerably from about 8s. 1½d. to 8s. 9d., and in one quarter 9s. is being asked for small lots. The general feeling on spot is not so strong, but this slight weakening may well be only temporary.

BOIS DE ROSE.—A modest business is recorded on spot, with Brazilian about 5s. 3d. to 5s. 4d., as to quantity; shipment, about 4s. 10d. per lb., c.i.f.

CAJUPUT.—Fair amount of inquiry, market steady: B.P., 1s. 10½d. to 2s. 1d. per lb., as to quantity.

CARAWAY.—The market is keeping steady at the recent advance for goods to come forward: Dutch rectified, 10s. 6d.; crude, 10s. 1d., landed and duty paid.

CASSIA.—Due to shortage of supplies on spot the price for any cases available on spot is well held at about 4s. 8d. per lb.; shipment is dull at about 3s. 8d., c.i.f., November shipment.

CEDARWOOD.—Fair business continues with keen prices for bulk quantities: African and American oil, 1s. 1½d. to 1s. 2d. per lb., in drums, with smaller packings up to 1s. 4½d. per lb.

CINNAMON LEAF.—Conditions here are quite steady and fair business is being done: Ceylon oil, spot, 2s. 6½d. to 2s. 7d. for drums; smaller parcels, up to 2s. 10½d. per lb.; shipment, 2s. 4d. per lb., c.i.f.

CITRONELLA.—Business has again been negligible, although reports indicate Continental and American buying at rather better prices: second-hand parcels are available at cut figures: Ceylon, spot, drums, about 1s.; smaller parcels, 1s. 1½d. to 1s. 4d.; shipment, drums, 10d. to 10½d. per lb., c.i.f. Java is slightly better for shipment. Spot, drums, 1s. 2d.; smaller parcels, 1s. 4d. to 1s. 5d.; shipment, drums, 1s. 1d. per lb., c.i.f.

CLOVE.—Business on a fair scale, values steadily maintained: Madagascar, spot, drums, 3s. 1½d. to 3s. 2d.; smaller packings, up to 3s. 6d. per lb.; shipment, 2s. 7d. per lb., c.i.f. English, 90 per cent., 3s. 8d. per lb., in cwt. lots.

EUCALYPTUS.—The Empire continues in steady demand at former prices: Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. 0½d. to 1s. 1d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 2d. per lb., ex store.

GERANIUM.—Some interest in the Bourbon shipment market with the source reporting higher prices and a firmer market, a fair inquiry on spot: Bourbon, spot, 19s. 6d. to 22s. 6d., as to quality; shipment, 21s. 3d., c.i.f.; Algerian, spot, 21s. to 23s., as to quality; shipment is dearer at 20s. per lb., c.i.f. Reports indicate that both shipment markets are firm.

LAVENDER.—Shippers report that a substantial business was done last week and that their prices have fully recovered to their former levels. So far as this market is concerned, business seems to have remained negligible: Mt. Blanc, 38 to 40 per cent., 27s. 6d. per lb., landed. Other oils of good standard quality range from 33s. 6d. for 50 to 52 per cent. esters down to 19s. 6d. for 30 to 32 per cent. Lavandin is also steady with first quality from 16s. to 18s. and second quality from 14s. 6d. to 15s. 9d. per lb.

LEMON.—The demand on spot has not been quite so active this week, and some offers are now under the best prices recorded last week. There are sellers in the region of 7s. to 7s. 4½d. per lb., as to quantity and brand. Most holders appear to have confidence in the market and are not sellers at lower rates. The shipment market, owing to the uncertain political conditions, is nominal at the moment at about 7s. per lb., c.i.f. Fair quantities are reported to have been shipped and now afloat, but further business for the moment is extremely difficult. Fair inquiry for Californian oil, but practically nothing available on spot at the moment. Large drums, 3s. 8d.; small drums, 3s. 8½d.; cold pressed, in cases, is again dearer at 5s. 5½d., and there will be nothing available till about the middle of November.

LEMONGRASS.—Rather easier shipment conditions are recorded at 1s. 11½d. per lb., c.i.f., and there is little doing.

ORANGE.—There has been a sustained demand on spot for French Guinea oil, and some sources have sold out; supplies now seem un-

usually low with drums about 3s. 2d., if available, per lb. and up to 3s. 9d. for small quantities. The shipment market seems to have improved from the recent very low figures, and good filtered oil in new drums is now at about 2s. 3d. to 2s. 4½d. per lb., c.i.f. December-February shipment, in fair quantities. Sicilian sweet, new crop, has been mentioned at about 12s. 1½d., c.i.f., but owing to the uncertain conditions the market is nominal. Californian oil continues at the recent advance and is dull: spot, one case, 3s. 4½d.; two or more cases, 3s. 2d.; small drums, 3s. 1d. per lb.

PEPPERMINT.—Except for a moderate spot and near afloat demand, of which supplies have been short, the market has been subdued this week and the shipment positions tend to be easier. The recent arrivals have gone into consumption, but consignments now coming along should ease the position: spot, 5s. 1½d. to 5s. 2d.; Japanese shippers are quoting November-December up to 4s. 9d., c.i.f., but the market is not particularly steady. Re-sellers offer October-December at about a penny less. The shipment market for the American Natural oil is reported to be rather stronger with more business moving. Good brands, 50 per cent. menthol, 2 dollars 5 cents per lb., c.i.f. Oil of lower menthol content ranges from 1 dollar 75 cents to 1 dollar 95 cents, c.i.f.

PETITGRAIN.—Business has been fair this week with shipment steady at 3s. 6d. per lb., c.i.f.: spot continues to be offered from 4s. to 4s. 1½d. per lb., as to quantity.

ROSEMARY.—Values are keeping steady, business moderate: Spanish, first quality, about 2s. 3d.; second quality, about 1s. 9d. per lb., as to quantity. French, 3s. 3d. to 3s. 4d. per lb.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot; market is rather unsteady, with cheaper offers in some quarters, particularly for good quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 3d. per lb.

SASSAFRAS.—Rather more inquiry on spot, with natural oil quoted at about 4s. to 4s. 2d. per lb. Artificial oil at cheaper prices.

SPEARMINT.—Quotations for this oil continue over a wide margin with the best brands up to 8s., spot, and shipment at 7s. 3d., c.i.f. Other prices are a full sixpence lower.

SPIKE.—Some moderate inquiry has been dealt with this week, values steady: Spanish, new crop, 4s. 7½d. to 4s. 9d. per lb., landed, in fair quantities. Lower grades at cheaper figures.

VEITIVERT.—Following rather easier conditions the shipment market for Bourbon is reported to be sharply dearer and firm with the latest quotations reaching up to 34s. 6d., c.i.f., and still higher prices to come indicated. The spot value is a matter of negotiation; small parcels are reported to have sold at 42s. 6d. per lb.; supplies are very short here.

WORMSEED.—Market has been rather dull: spot, 8s. 3d. to 8s. 6d.; shipment, 8s. per lb., c.i.f.

Fixed Oils, etc.

FAIRLY active business is reported in most products, and values are keeping up to the recent advances. Palm oils are again dearer. Coconut is firm. Olive is fully steady. Linseed is steadier at the decline. American turpentine is easier. **ACID OILS.**—Values are fully maintained, business fair: coconut and/or palm kernel, nominal; groundnut, 22s.; soya, 18s. 1½d., spot. **CASTOR.**—A steady business with prices unchanged: pharmaceutical, 47s.; first pressings, 42s.; second pressings, 40s. (barrels), cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 34s. 3d. (drums), c.i.f. **COCONUT.**—Market is quoted dearer and firm: deodorised, 33s. (barrels), spot; Ceylon, 21s. 7½d. (drums), c.i.f. **COTTON.**—Values are barely maintained, business has been quieter: deodorised, 34s.; common edible, 32s.; soapmaking, 28s.; crude, 27s. 6d. (barrels), spot. **GROUNDNUT.**—Quoted at the recent advance but the market is quieter: deodorised, 42s. 6d. (barrels), spot; crude Oriental, 29s. 6d. (drums), c.i.f. **LINSEED (KAW, NAKED).**—At the slightly easier values the market is steady: spot, 26s. 9d. for small quantities; November, 24s. 4½d.; December, 24s. 6d.; January-April, 24s. 9d.; May-August, 25s. Boiled oil, spot, 29s. 3d. **OLIVE.**—A good volume of business is reported with prices fully steady at the recent advances: edible, in tins in 10-gallon cases, 82s. 6d. to 84s.; in drums, 6s. to 6s. 3d. per gallon. **PALM.**—At the further advances the market is firm with business on a good scale: Lagos, 20s. 6d., shipment; softs, 20s. 3d., shipment; mediums, 20s. 7½d., shipment; hards, 21s. 7½d., shipment; bleached, 24s. 6d., spot. **PALM KERNEL.**—The market has been rather quiet: deodorised, 33s. 1½d.; crude, 25s. 3d., spot (barrels). **RAPE.**—Values are again dearer but the market is quieter: refined, 41s. 3d.; crude, 39s., spot (barrels). **RESIN.**—Market quotations have advanced: B, 12s. 7½d.; D, 13s. 1½d.; F/G, 13s. 3d.; N, 13s. 7½d.; W/G, 14s. 7½d.; W/W, 15s. 9d. per cwt., ex wharf. **SOYA.**—Business has been quieter but values are being maintained: deodorised, 38s. 6d.; crude, 34s. 6d., spot. **TURPENTINE (AMERICAN).**—Market is quoted rather easier, business quiet: total London stocks, 10,145 barrels; on spot, 45s. 3d. **WOOD.**—There is still an acute scarcity of supplies. Business, which has necessarily been small and a matter of negotiation with the price for spot about 132s. 6d. per cwt. for Hankow in barrels.

Industrial Chemicals, etc.

BUSINESS on a good scale is reported in most products, and the general tone is healthy. Red and White Leads continue fully steady at the recent reduction, business fair. Lead Acetate is much dearer. Acetic Acid and Formaldehyde are in brisk demand. Potash products have met with a little better demand and these markets are steadier. Oxalic acid continues firm with business moving on a good scale. Makers' prices for Sodium products are generally unchanged. British makers' prices for lithopone continue to attract the bulk of the substantial business being done in this market. **ACETIC ACID.**—Market is steady, with quite a good business being done: 80 per cent., technical, £38 5s.; 80 per cent., pure, £39 5s. per ton, in barrels; glacial pharmaceutical, 99 to 100 per cent., £58, in glass demijohns; glacial, in barrels, £49 per ton, carriage paid in U.K. **ACETONE.**—Business well up to average, market steady: B.G.S., £62 to £65 per ton, in 90-gallon drums, delivered. **AMMONIA (ANHYDROUS).**—Makers' prices steady, good home trade business: 99.95 per cent. material, 1s. to 1s. 2d. per lb., in loaned cylinders, carriage paid. **AMMONIUM CHLORIDE.**—Quotations are slightly cheaper, fair demand: grey galvanising, £17 5s. per ton, in casks, ex store; slightly less for contracts. **ARSENIC.**—A limited business is reported: Continental, £16 10s. per ton, c.i.f., U.K.; Cornish, white powdered, £19 10s. per ton, i.o.r. mines. **BLEACHING POWDER.**—Makers' prices steady, some imported material at competitive figures: 35 to 37 per cent. chlorine, £8 12s. 6d. per ton, in softwood casks, carriage paid for 4-ton lots. **BORAX.**—Commercial, granulated, £14 10s.; crystals, £15 10s.; powdered, £16; extra fine powder, £17; B.P. crystals, £23 10s.; powdered, £24; extra fine, £25 per ton, in free 1-cwt. bags, carriage paid in Great Britain; makers' quoted prices unchanged. **BORIC ACID.**—Commercial, granulated, £25 10s.; crystals, £26 10s.; powdered, £27 10s.; extra fine, £29 10s.; large flakes, £38; B.P. crystals, £34 10s.; powdered, £35 10s.; extra fine powdered, £37 10s. per ton, for 1-ton lots and upwards, in free 1-cwt. bags, carriage paid in Great Britain; makers' prices unchanged. **FORMALDEHYDE.**—Very fair business, with keen prices quoted for bulk quantities: 40 per cent., by volume, £23 to £24 per ton, in casks, ex store. **FORMIC ACID.**—Good volume of business, market fully steady: 85 per cent., £43 10s. per ton for ton lots, in carboys, ex store; smaller quantities, 46s. to 48s. per cwt. **LEAD ACETATE.**—Prices are sharply dearer, market firm: brown, £35 7s. 6d.; white, £36 7s. 6d. per ton, in casks, ex store. **LITHOPONE.**—British-made material is leading a competitive market: 30 per cent., red seal, £16 10s. to £17 10s. per ton, ex stores. **OXALIC ACID.**—Market very steady and business on good lines: quantities, in casks, £48 15s. per ton; smaller lots, in kegs, 57s. to 58s. per cwt., ex store. **POTASH CAUSTIC (88 to 92 PER CENT. SOLID).**—Market steady: 2-ton lots, £35 5s.; smaller quantities, up to £36 15s. per ton, in drums, ex store; contracts at slightly lower rates; dealers' prices are unchanged; inquiry more active. **POTASSIUM CARBONATE.**—A limited business, dealers' prices about steady: 90 to 92 per cent., £27 5s. to £28 per ton; 96 to 98 per cent., £29 to £29 10s. per ton, in casks, ex store. **POTASSIUM CHLORATE.**—Market steady, business on modest scale: bulk quantities, £36 10s. per ton; smaller parcels, 43d. to 6d. per lb., ex store. **POTASSIUM PERMANGANATE.**—Good demand, with dealers' prices steady: commercial quality, in 2-cwt. drums, 9½d. to 9½d. per lb., ex store; smaller parcels, 10d. to 11d. per lb. **POTASSIUM PRUSSIAN.**—A fair business is being done on a steady market: yellow, 8½d. to 9½d. per lb., as to quantity. **RED LEAD.**—Convention prices are firm; following the recent advances values have declined £1: 5-10 cwt., £33; 10 cwt.-1 ton, £32 15s.; 1-2 tons, £32 10s.; 2-5 tons, £32; 5-20 tons, £31 10s.; 20-100 tons, £31; over 100 tons, £30 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer. Continental material, £1 per ton cheaper. **SAL AMMONIAC.**—A little better inquiry being received; competition keen: dog-tooth crystals, £34 10s.; medium, £31; fine white crystals, £15 7s. 6d. per ton, in casks, ex store. **SALTCAKE.**—Average demand for the home trade: 62s. 6d. per ton, in minimum truck lots, carriage paid. **SODA CAUSTIC.**—Makers' prices for home trade are steady: 70 to 72 per cent., £13 12s.; 76 to 97 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. **SODA CRYSTALS (CARBONATE).**—Steady demand for home consumption: £5 to £5 5s. per ton, in bags, delivered station. **SODIUM ACETATE.**—Not much business, market fairly steady at about £19 7s. 6d. per ton, in casks, ex store. **SODIUM BICARBONATE.**—Makers' price steady: refined, in bags, £10 10s. per ton, carriage paid. **SODIUM CHLORATE.**—Quite a fair demand, market steady: ton lots, £32 12s. 6d. per ton; smaller quantities, 4d. to 5½d. per lb., ex store. **SODIUM HYPOSULPHITE.**—Makers' prices are quoted unchanged: photographic pea crystals, £14 5s. per ton, in one-cwt. kegs, carriage paid on minimum two-ton lots; commercial, £10 5s. per ton, in two-cwt. bags, carriage paid on minimum two-ton lots. **SODIUM PRUSSIAN.**—More business being done, market steady: bulk quantities, 5d. per lb.; smaller parcels, 5½d. to 6d. per lb., ex store. **WHITE LEAD.**—Convention prices are firm. Following the recent advances values have declined: dry, English, less than 5 tons, £43; 5-15 tons, £38 10s. per ton, less 5 per cent., carriage paid. Continental, £1 per ton cheaper. Ground in oil, English, 1-5 cwt., £52; 5-10 cwt., £50; 10 cwt.-1 ton, £49 10s.; 1-2 tons, £48 10s.; 2-5 tons, £47; 5-15 tons, £45 per ton, less 5 per cent., carriage paid. Continental material, £2 per ton cheaper.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Mr. J. Rutherford Hill's Jubilee

SIR,—At a representative meeting of the Branches in Scotland of the Pharmaceutical Society of Great Britain held recently, it was unanimously agreed that a testimonial should be presented to Mr. John Rutherford Hill to mark the completion, in February 1936, of his fifty years' service as resident secretary in Scotland to the Pharmaceutical Society. Everyone will gladly acknowledge the outstanding ability, the great enthusiasm, and the untiring devotion which Mr. Hill has always shown in the interests of the pharmaceutical craft in Scotland. The committee, in appealing to every member of the Society, do not make any suggestion as to the amount of each individual subscription. Their desire is that whatever the amount subscribed, it will represent the spontaneous goodwill offering of the sender. They are anxious that every member will participate in making this testimonial an outstanding event in the annals of pharmacy. Please give this matter your early and favourable consideration and send your subscription, along with the annexed form, duly completed, to the Honorary Treasurer, A. B. Gilmour, 8 Woodside Terrace, Glasgow, C.3.

Yours faithfully,

DAVID HARLEY, Chairman;
JOHN GILMOUR, Vice-Chairman;
ARTHUR CAIRNS,
P. M. DUFF, Joint Secretaries.

Edinburgh and Glasgow.

[The above is a copy of a circular letter which we have been requested to publish.—EDITOR.]

Irish Drug Association

SIR,—Most people connected with pharmacy now realise that the work in which the Irish Drug Association is engaged is one of supreme importance to its members and to pharmacy in general. The main driving force behind it is the energy and enthusiasm of the younger men, seasoned with and supported by the experience of the senior men in the profession. It is no volatile movement sponsored by a few hot-headed enthusiasts, but a movement initiated by the necessities of present-day realities. Its success depends on the stamina of its members. It has made definite progress. Much more has yet to be accomplished. Pharmaceutical manufacturers' best interests will be served by working in harmony with the retailers. This means a limitation of their products through chemists' and druggists' shops. The other basis of the widest possible distribution helps one side only, and must eventually end in ill will, open rupture and loss of business to the manufacturers. Saturation point will be reached one day—what then? Will it be the story of Alexander with no more worlds to conquer? Manufacturers are apparently working on some theory of unlimited expansion of business which does not really exist anywhere except in the minds of their own statistical departments. With the volume of world trade considerably reduced, it would seem desirable that an agreed restriction scheme of some sort is necessary, and this to be successful must enjoy the good will, the greatest asset any manufacturer can have, of the retail chemist. Mixed trading is a growing evil in Ireland. Conciliation and mutual agreement are better than open conflict. The I.D.A. prefers the former methods. Ireland is an agricultural country. It has no huge industrial areas where people are centralised as in Great Britain. A town of 1,000 inhabitants with two chemists in it often serves an outlying district of 5,000 or more people. Quite a number of manufacturers have agreed to the reasonable demands of the I.D.A. A first-class medicinal product does not look well if thrown in among cheese, matches, paraffin oil and other miscellaneous things. The I.D.A. is not responsible for penny sales. It disapproves of them and has pointed out one possible way they may be stopped, *viz.*, by omitting these sales in country areas and cities outside Dublin. If this is done it will not pay the promoters to carry them for Dublin city alone, and they will naturally cease there also. If any member can put forward a better practical method, now is the

time to come forward. Shop windows are an excellent way of advertising goods; they are often more effective than cinema, street hoarding or newspaper. In connection with this fact the chemist should never forget he pays the rent for his windows and not merely for floor space, and that others who wish to use them should be willing to pay a liberal share. The I.D.A. organisation is the weapon in the hands of the chemist to do this work for him. In its unity lies strength, safety and bargaining power with manufacturers. It asks its members not to put up the white flag at the first sign of an apparent set-back. No victory was yet won without a stiff fight—there will be ups and downs. In the long run the methods of the I.D.A. will win through. Already its pulling power is noticeable. It asks its members to keep their chins up, develop backbone and stick to the decisions it makes. Chemists must save themselves—no use looking to others or Government departments for aid. They should never neglect their staffs, even the most junior members; they will be the future proprietors. They must not let themselves be bluffed or intimidated by any firm or its representative, and never believe travellers' stories about fellow chemists or nearest competitors without verifying them first; the same applies to tales the public tell. A number of chemists are still inclined to blame the fellow down the street for "quiet biz." This is a wrong view to take. It is the non-chemist who is really responsible. We have lost roughly 30 per cent. of our business to outsiders. We must not buy new lines and new sizes without first consulting the I.D.A. Our stocks are duplicated enough already without adding to them and tying up more money. We must support the firms whose names are on the approved list, push, display and recommend their lines only. The general body and not the Committee is the I.D.A. The success of this campaign depends on us; ideas and suggestions sent to the I.D.A. will be welcome. The address of the Secretary is 12-14 College Green, Dublin.

Yours, etc.,

MICHAEL J. O'ROURKE, M.P.S.I.

Dun Laoghaire, Dublin.

This Business of Pharmacy

SIR,—Your editorial article "This Business of Pharmacy" (*C. & D.*, October 26, p. 509) provides extremely interesting reading. The titles of the lectures being delivered in the Ontario College of Pharmacy cover every phase of pharmaceutical business, and we might with profit take a leaf from the book of our friends overseas. There is something in the list of lectures at once practical and businesslike, and there is much to be learned, even by established chemists, in the study of these subjects. I must add my tribute of praise for the able manner in which you have, in the latter part of your article, expressed the convictions of the masses for whom the *C. & D.*, speaks, and for the pointed questions you ask. My opinion is that although all dispensing were handed over to the chemists, they could not subsist on it under present conditions of payment. Should, as you humorously suggest, there be a crock of gold at the rainbow's end, it is pretty evident that the average chemist must spend his life "Speelin'" up the opposite end of the rainbow.—Yours, etc.,

THE THISTLE (28/10).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Appreciation

Just a few lines to say how much I appreciate the display and salesmanship articles published in your valued weekly. I think this type of article is most helpful, as many pharmacists are quite well equipped professionally, but I am afraid the same cannot be said about their business abilities.—F. A. (14/9).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

N. E. D. (Switzerland) (30/89).—MOTH DETERRENT.—As an anti-moth preparation to be sprayed on clothing, we suggest a solution containing paradichlorbenzene. This is fairly soluble in 95 per cent. alcohol, and more so in white spirit. Most methods of washing woollens for protection against moth depend on the use of kerosene, sufficient being left in the material to render it objectionable to these insects. As an alternative, we suggest a suspension of paradichlorbenzene prepared as follows:—

Paradichlorbenzene	...	...	...	5.0
White spirit	...	...	...	20.0
Sulphonated lorol	...	...	...	5.0
Water	...	...	...	to 100.0

In place of sulphonated lorol, a solution of liquid soap 15, liquid extract of quillaia 2, could be used.

E. F. (29/10).—VALUATION OF BUSINESS.—A chemist's business is bought on the basis of stock valuation, fixtures, and a capitalisation value of the true net profits over a period of years varying according to the length of establishment. If there is a leasehold value, it is incorporated with the ultimate valuation; freehold is probably better taken separately. In your case values of fixtures and stock will most likely be reduced to a minimum, and compensation will naturally cover that material devaluation. There is no goodwill to buy as there is no "continuing." At the same time, there is a strong argument for adequate compensation, as you have practically to start again in a different area, and the whole period of establishment is eliminated.

J. N. (29/10).—LABEL VARNISH.—White hard spirit varnish diluted with about an equal volume of spirit is best for varnishing labels. The labels must be sized twice and be quite dry before the varnish is used—two coats are required. The size is made by dissolving gelatin 1 oz. in water 20 oz., or a few gelatin lozenges can be dissolved in a little water in a small evaporating basin. Or the label may first be painted over with collodion diluted with ether. The following is a varnish for gold labels:—

Sandarac	...	...	...	3 oz.
Mastic	...	...	...	1 oz.
Canada balsam	...	...	...	1 oz.
Spirit	...	...	...	17 oz.

Dissolve and strain.

D. P. H. (Holland) (28/10).—TOOTH PASTE.—Such preparations are usually made with curd soap; also the amount in your formula might be increased to 15 per cent. The amount of glycerin seems to be somewhat excessive and is likely to retard the formation of foam. The amount of calcium carbonate also seems rather high. It occurs to us that a little mucilage of tragacanth might also be incorporated in your formula, as this would improve the foaming properties. A formula which might meet your requirements is:—

Alcohol	...	...	...	18.87
Thymol	...	...	...	0.21
Saccharin	...	...	...	0.35
Oil of eucalyptus	...	...	...	1.3
Oil of peppermint	...	...	...	1.40
Benzoic acid	...	...	...	0.22
Glycerin	...	...	...	28.63
Soap	...	...	...	20.0
Chalk	...	...	...	29.0

S. C. (20/84).—BOOKS ON DOGS' COMPLAINTS.—There is no book which, in our opinion, would adequately meet your requirements. The following is a selection of those available:—"Veterinary Counter Practice" (C. & D. Office, 8s. post free); Leighton's "The Complete Book of the Dog" (Cassell, 1922, 10s. 6d.); Hobday's "Surgical Diseases of the Dog and the Cat" (Baillière, 1924, 15s.); Kirk's "Canine Distemper" (Baillière, 1922, 7s. 6d.); Sewell's "The Dog's Medical Dictionary" (Routledge, 1921, 7s. 6d.); Wooldridge's "Encyclopædia of Veterinary Medicine, Surgery and Obstetrics" (two vols., Frowde, 1926, £6 6s.); Hoare's "Veterinary Therapeutics" (Baillière, 1933, 21s.).

F. G. A. (18/98).—BOOKS ON DISPLAY.—We think the following books will meet your requirements:—Harman's "Practical Display Instructor" (Blandford Press, 5s.); "Window Display for the Chemist" (Blandford Press, 4s. 6d.); Down's "Art of Window Display" (Pitman, 21s.).

L. F. (21/98).—SULPHONATED LOROL.—Sulphonated lorol is a mixture of the sodium salts of the acid sulphates of the alcohols (chiefly dodecyl alcohol) obtained by the hydrogenation of coconut oil or of its free fatty acids. [Corrected note.]

C. R. W. (29/10).—PIGEONS AS PESTS.—It would be inadvisable to lay a poison in order to destroy the pigeons. A similar problem has been tackled in the City of London during the past few years by trapping by means of baits placed under nets. Large numbers of birds were destroyed in this way before they became too wary. Their numbers could also be reduced by poking out their nests and destroying the eggs or young birds.

B. L. (23/10).—TOOTHACHE ESSENCE.—The following is the formula for toothache essence (P.F., 1898) (3), p. 145:—

Tannin	...	...	...	3 iv.
Camphor	...	...	...	3 viij.
Collodion	...	...	...	Oij.
Carbolic acid, cryst.	...	...	...	3 j.
Ether	...	...	...	3 iij.

This is best made by dissolving the tannin, camphor and phenol in the ether and spirit, straining, then adding the pyroxylin.

J. L. (29/10).—ALMANAC CONTENTS.—As alternatives to the gardening notes in your almanac, you could insert articles on photography, the history of perfumes, stage make-up, hints for dog fanciers or monthly health hints.

W. J. G. (16/98).—CONDITION POWDERS FOR DOGS.—These may contain a wide variety of ingredients, such as sulphur, arsenic, calcium phosphate, and phenolphthalein. For your customer's dogs we suggest the following formulas:—

I				
Sulph. praecip.	...	...	...	gr. v.—gr. x.
Sodii bicarb.	...	...	...	gr. v.—gr. x.
Mag. sulph.	...	...	...	gr. x.—gr. xx.

Give one twice daily in the food.

II				
Sulph. praecip.	...	...	...	gr. v.—gr. x.
Potas. tart. ac.	...	...	...	gr. v.—gr. x.

Give one twice daily in the food.

H. R. C. (28/10).—C.P. UNITS.—Among the methods used for testing the vitamin A content of halibut-liver oil is the colorimetric reaction with antimony tri-chloride in chloroform, in which vitamin A gives a transitory blue coloration measured in "blue units" and known as the "Carr-Price Test."

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," November 15, 1885

An Aberdeen Removal

On October 16 the Aberdeen and North of Scotland Society of Chemists and Druggists opened their new rooms at 21 Bridge Street, Aberdeen, when Mr. David Ritchie, the president of the Society, occupied the chair and delivered an appropriate speech. . . . Bailie Paterson congratulated the Society on the opening of the rooms, and Dr. John Gordon added a few words. Afterwards Mr. James Sim (of Davidson & Sim), honorary president of the Assistants' and Apprentices' Association, opened the session in the same rooms with an address on "Self-culture," and treated the subject in a very able manner. . . . The rooms consist of a large apartment . . . capable of holding about 100 persons. . . . There is also a fully equipped laboratory, capable of allowing twelve persons to work at once.

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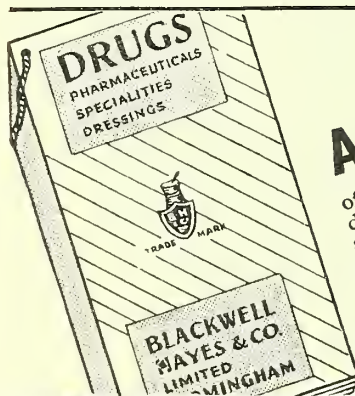
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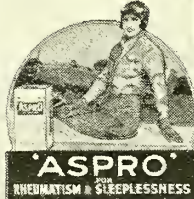
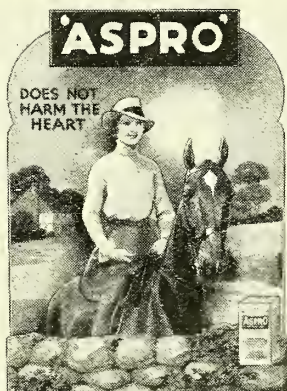
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High-grade Halibut Liver Oil with guaranteed
Vitamin A potency 60,000 International units per
gramme
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Standardised to a Vitamin A potency and a
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Each containing Halibut Liver Oil $2\frac{1}{2}$ minims. Calcium
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Equivalent in Vitamin A to one tablespoonful of
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For the treatment of Chilblains and circulatory
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Containing in each approximately 1 grain organically
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Super Rich Cod Liver Oil.

Each Calcium Vitamin A Capsule contains the
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Packed in 5/- size, containing ten 6d. boxes.
The 5/- size yields you a profit of 25%.

This new 6d. size has been put on the market owing
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The 5/- boxes are in an attractive design for counter
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Prices are as follows :

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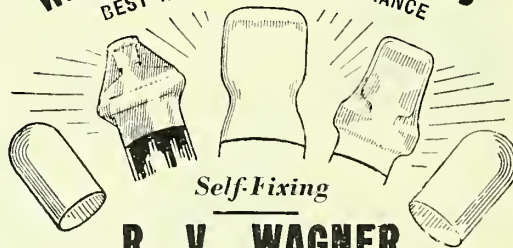
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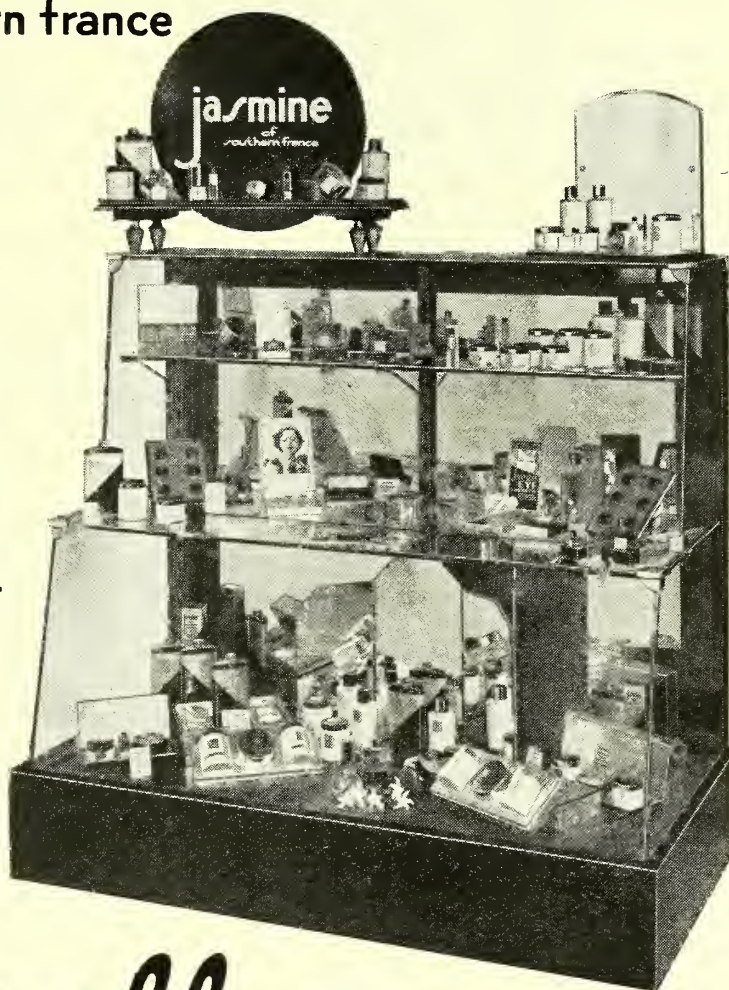
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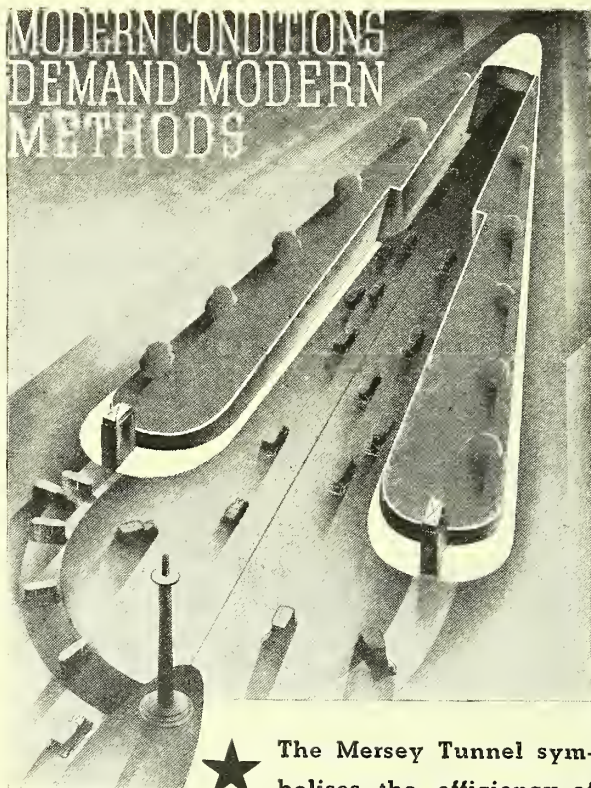
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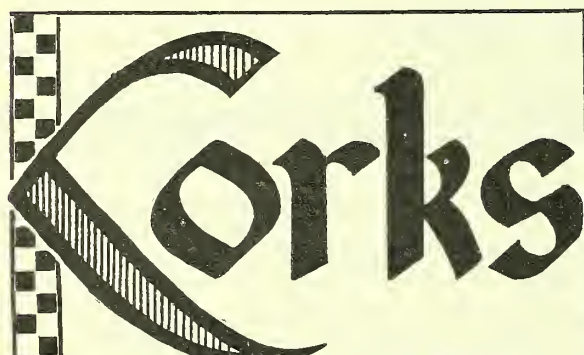
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Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

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The CHEMIST AND DRUGGIST

SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

NOVEMBER 2,

. 1935 .

28 ESSEX STREET, LONDON, W.C.2

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6.—RICHMOND (NEAR).—Branch Business for disposal; returns this year under lady management £1,200; modern house over with bathroom; held on long lease; price all-at £600 or near offer.

7.—ESSEX SUBURB.—Cash Retail Business with excellent Panel for disposal; returns about £25 per week plus N.H.I.; living accommodation over; rent £80 per annum; long lease; sublet £60 per annum; offers invited.

8.—COULSDON (NEAR).—Good Middle-class Cash Retail Business for disposal returning about £1,500 per annum; excellent stock and fixtures; flat over at present sublet at £65 per annum; price all-at about £1,000.

9.—LONDON, S.W. (GOOD-CLASS SUBURB).—High-class Retail Business returning over £60 per week; large spacious lock-up shop; very well fitted and stocked; rent £250 per annum rising to £350 per annum; scope for increase under personal management; price all-at about £2,000.

10.—MERTON (NEAR).—Middle-class Dispensing Business; established about 18 years; returns for last completed year £1,069; gross profit £420; stock and fixtures worth £420; nice living accommodation with good garden; rent £55 per annum; long lease; price £650 or near offer.

11.—MIDHURST, SUSSEX (NEAR).—Family Retail Business producing over £500 per annum net profit; spacious living accommodation; price asked £1,300 or near offer.

12.—HANTS COAST.—Good-class Business for disposal returning over £3,000 per annum; stock worth £800; very nice fixtures, fittings, etc.; further details upon application.

13.—FARNBOROUGH (NEAR).—Family Dispensing Business for sale; in present hands 20 years; returns last year £1,650; very nice living accommodation; price asked £1,250 all-at; stock and fixtures estimated to be worth £1,000.

14.—HORSHAM.—Family Retail Business returning about £1,250 per annum; net profit about £300 per annum; spacious living accommodation; long lease; price £550 all-at or near offer; Vendor bought another business.

15.—BUCKS.—Market Drug Store for disposal; rent £1 17s. 6d. per week inclusive; stock £235; present takings average £32 per week; gross profit 28 per cent.; price asked £350 or near offer; lease available.

16.—ELTHAM.—General Retail Cash Business run under management; attractive lock-up Pharmacy returning about £1,300 per annum; rent £100 per annum; long lease; stock and fixtures worth £750; no premium or goodwill asked; part-payment terms entertained.

17.—LONDON.—Messrs. Ascotts Pharmacies (1933), Ltd., are prepared to dispose of a number of their smaller branches on a part-payment basis; the price asked in the majority of cases is the value of stock and fixtures only; this is an exceptional opportunity and enquiries are invited.

18.—BRIGHTON.—Family Retail Business must be sold at once; turnover has recently been at the rate of £1,200 per annum; nervous breakdown cause of sale; the business can be bought at a snip price; further details will be supplied on receipt of enquiries.

19.—GLAMORGAN.—General Retail Business in excellent position; returns this year will be not less than £3,000; run under management; rent £85 per annum; good stock; attractive fixtures; price asked £600 for the lease and goodwill plus valuation of stock and fixtures; ill-health reason for disposal.

20.—WESTCLIFF (NEAR).—General Retail Business; old-established; returns £1,550 for the last completed financial year under management; stock and fixtures worth about £650; rent £110 per annum; long lease; price asked £250 for lease and goodwill plus valuation of stock and fixtures.

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Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(Cr) EASTERN COUNTY.—Established departmental business occupying exceptionally prominent position; present turnover approximately £6,000 per annum, but these figures are capable of great increase, if adequately capitalised; very low net rental as compared with value of site; heavy stock and valuable fixtures; capital requirements not less than £5,000; further details upon receipt of banker's references.

(C2) LONDON NORTH.—Good profit-earning pharmacy with optical connection, for quick disposal owing to sudden ill-health; turnover approximately £2,000 per annum; net profit about £600; rent £70; living accommodation available if required; for a quick sale £1,000 all-at will be accepted; optical qualification necessary.

(C3) LONDON AND DISTRICT.—Exceptional opportunity for chemists, with limited capital, desirous of commencing business on their own account, to do so by paying a small deposit in the region of £50/£100, and the balance by weekly instalments; a number of businesses offering good scope for increase can be acquired individually on this basis; present turnovers £1,000/£1,400 per annum; further details upon application.

(C4) HIGHBURY.—Old-established dispensing business offering abundant scope for immediate increase; present returns approximately £700 per annum; gross profit 45 per cent.; rent £60; sub-let £65; less than value of stock and fixtures will purchase; owner retiring; under energetic proprietorship this business can be easily and quickly resuscitated.

(C5) WESTCLIFF.—Splendid opportunity for enterprising chemist to acquire good progressive family business in prominent residential district; accountants' figures; turnover for last year, £1,363; net profit, £335; rent, £100, including good house; first reasonable offer secured; well recommended from personal knowledge; part of purchase money could probably be raised on loan if desired.

(C6) LIVERPOOL (NEAR).—Established middle-class business offering definite scope for development in several directions; returns at present average approximately £1,250 per annum; net profit about £350; rent £52; living accommodation, with bathroom, etc.; price about £700.

(C7) NORTH WALES.—High-class retail business with good living accommodation; turnover for last financial year, £1,469; immediate sale necessary owing to sudden domestic rearrangements, and owner will sacrifice for value of stock only, estimated at approximately £600.

(C8) MUSWELL HILL (NEAR).—Good family business, in present hands 40 years; large panel; turnover now approximately £1,500 per annum, with plenty of scope for further increase; self-contained house; owner retiring; £300 is asked for goodwill, plus value of stock and fixtures; open to offer.

(C9) SUSSEX.—Middle-class business with good living accommodation, situated in congenial market town; present returns approximately £1,250 per annum; quick sale desired for genuine reasons, and owner will accept £550 all-at, including stock about £350.

(C10) MORDEN (NEAR).—Good middle-class business with some optics; steadily increasing returns, which for last financial year amounted to £1,878; net profit, £400/£450; modern flat above; stock and fixtures estimated at £950; for quick transaction owner will sell at sacrifice price of £1,100 all-at; splendid opportunity, particularly for chemist-optician.

(C11) BRIGHTON.—Main road neglected business with excellent opportunities for increase over the present turnover, which averages approximately £1,000 per annum; living accommodation; owner desirous of quick sale for genuine reasons, and will accept first nearest offer to £500.

(C12) FINSBURY PARK.—Cash drug store in good residential area; present returns approximately £1,200 per annum; good scope for N.H.I. and private dispensing; living accommodation; property for sale, or lease at £120; owner retiring; stock approximately £410; price asked, £800; open to offer.

(C13) KENT.—Unopposed country business with modern house including large orchard-garden; property can be purchased, or leased at £100 per annum; price £950 including stock and fixtures estimated at £700.

(C14) SUTTON (SURREY).—Easily conducted family business with up-to-date house attached; turnover well capable of increase if fully exploited; returns for last year, £1,456; gross profit, £543; net profit about £375; no near opposition; price all-at £950, including stock and fixtures estimated at £750.

(C15) NORWOOD.—Drug store, with good house above, in excellent condition; average turnover approximately £1,000 per annum; can be increased immediately under qualified ownership; very reasonable rental; 14-year lease; for quick sale will accept £425 all-at.

(C16) KINGSTON-ON-THAMES (NEAR).—Attractive modern pharmacy, with living accommodation; turnover for 1934-35, £1,246; rent £70; lease 14 years; no near opposition; reasonable purchase price.

(C17) LONDON, E.—Good profit-earning lock-up pharmacy, with large N.H.I.; turnover for 1934 financial year, £1,673; net profit, £437; steadily increasing; reasonable rental; price all-at £650.

(C18) HOVE.—Undeveloped business with good self-contained house, including bathroom, small garden, etc.; present returns approximately £20 per week; abundant scope for increase; owner must sell immediately for genuine reasons and is prepared to accept value of stock and fixtures only (approximately £350).

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3.—EASTERN COUNTY.—Medium-class Light Retail, in important town; returns average nearly £1,000; low rent on lease; well fitted shop (lock-up); stock worth £350; genuine reasons for selling; price £550, or valuation plus small goodwill.

4.—WESTCLIFF-ON-SEA.—Sound, progressive Cash Business; returns £1,363, net profit £335, audited books; modern corner shop, flat over; rent £100; price £800 or first reasonable offer.

5.—SOUTH-EAST COAST.—Light Cash Retail with Photographic; increasing; turnover over £900; books properly kept; modern premises; excellent stock; price £500 or offer.

6.—BRIGHTON.—Well-established Business; pleasantly situated; no immediate opposition; returns about £20 weekly; good house attached; price for quick sale simply valuation, under £300.

7.—NORFOLK.—Drug and Photographic Store; in good position in large town; returns under indifferent management £1,000; plenty of scope; rent £65; price required, valuation of stock only, about £450.

8.—LONDON, N.W.—Good Middle-class Business; returns average £2,000-£2,500, entirely under management; audited figures; low rent; long lease; plenty of scope under proprietor; owner has other interests; price £1,500.

9.—LONDON, S.W.—Old-established Drug Stores; under manager returns approx. £900; main-road position; plenty of scope; price for early sale £300.

10.—FINSBURY PARK (near).—Cash Retail, Drug and Photo Store; in same hands many years; retiring; present returns approach £1,200; excellent chance for Chemist; main busy road; stock and fixtures worth £600; audited books; price £800.

11.—LONDON, E.—Well-established Drug and Photo Store; returns £700 under indifferent management; splendid chance for Chemist; price, including freehold, £500, plus stock at valuation (about £80).

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BEXLEYHEATH.—Business for Sale in growing neighbourhood; opening for Optician or Dentist as supplementary. Particulars on application, P.C.B. 182/2, Office of this Paper.

BLACKPOOL.—Main-road position; Double-fronted Shop; splendid house, part sublet £65; rent and rates £108; takings average over £1,000 last three years; stock and fixtures at valuation, about £500. 46/2, Office of this Paper.

BRIGHTON.—Drug Store or Chemist; double-fronted, lock-up; working class; done under Unqualified £1,000 year; sadly neglected; closed half time; wants stocker; rent £50 inclusive; even over £5 week profit; lease; newly fitted, stocked; sell valuation, approx. £450; genuine bargain; owner larger business; only wants seeing; fitted Optical room if required. "Kodak," 50/15, Office of this Paper.

BRIGHTON.—Splendid opportunity for Qualified Man to acquire established Pharmacy in busy part; attractive double-fronted shop, with separate entrance to flat over; present turnover about £20 p.w.; every scope for increase; rent only £100 p.a.; lease 10 years; price £200 plus stock, about £250. A. E. Orbell, 6 and 7 Old Steine, Brighton.

ILFORD (London).—Middle-class Family Business; average net profit to owner-manager £550, accountant's figures; well stocked and well fitted; reasonable offer accepted, or independent valuation; owner leaving pharmacy; valuable lease; low overheads; good house; easy payment terms to approved buyer. 44/28, Office of this Paper.

LEICESTER.—Corner site on busy main road; working-class district; good fixtures; large varied stock; N.H.I.; opening for Optics; has done £30 per week; exceptional opportunity for considerable increase under personal care; good living accommodation; small goodwill; stock and fixtures at valuation; cash purchasers only. 269/718, Office of this Paper.

MID-CHESHIRE.—Branch Shop for sale, with exceptionally good prospects; adjoining estate in rapidly developing district; no opposition; returns under manager now about £900 per annum, increasing; rent, inclusive of rates, £34 per annum; lease; fixtures plus goodwill £175; stock can be adjusted to suit requirements of purchaser; difficulty of supervision only reason for disposing. 50/3, Office of this Paper.

N.W. SUBURBAN.—Middle-class Cash Retail; small N.H.I.; Kodak Agency; net profit £300 plus £60-£80 from sideline; price £950 (which includes stock and fixtures, £600) or reasonable offer. 50/25, Office of this Paper.

SOUTH COAST.—High-class Chemists; returns average £3,300 over past 3 years; excellent Dispensing practice; one of the best equipped shops in area; big scope to further increase or addition of Optics. Full details from Coxill & Mitton, 101 Old Christchurch Road, Bournemouth.

SOUTHEND-ON-SEA.—Chemist's Double-fronted Shop, with good living accommodation; low rent; well stocked; trade £20 per week; price £350 all at. Station Estate Office, Prittlewell.

WIGAN, LANCASHIRE.—Family and Photographic Business in best part of town; two minutes off market; doing £680 per annum under management; nicely fitted and stocked; sell at valuation (about £350); good opportunity for man trained in cutting business to make rapid increase of turnover. Fisher, Chemist, Orchard Street, Preston.

A GIFT.—Pharmacy Business, £20 weekly; could easily do £35; low rent; reason for sale family quarrel; will sell for stock or best offer; situate near Cardiff. 51/26, Office of this Paper.

CASH Drug Store, central position, South-East, busy main road; well stocked; profit £5 per week under Unqualified management; thickly populated district offering splendid scope for N.H.I. and Photographic; extensive living accommodation, newly decorated; low inclusive rent; owner starting new business; accept £300 for quick sale. 269/722, Office of this Paper.

DRUG Stores, lock-up, with double basement; main road; established 11 years; big scope N.H.I.; densely populated working-class district; nicely fitted; good clean stock, about £100; splendid opportunity for young Qualified Chemist; rent £2 weekly, inclusive; sacrifice, £200. Call 93 Harrow Road, Paddington, W.2.

WELL-ESTABLISHED Middle-class Business for Sale, for genuine reasons, in S.W. London; in good unopposed position; turnover approaching £1,200, gross profit nearly 40 per cent., accountant's figures; well fitted and stocked; good Dispensing, with ample scope for prescribing; comfortable house and garden; long lease, low rates and rent; any investigation; price by arrangement. 45/12, Office of this Paper.

BUSINESSES WANTED.

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ERNEST J. GEORGE & CO., 329 High Holborn, W.C.1, are in a position to effect immediate sales of several sound businesses of a middle- or good-class type, situated in the Southern Counties; minimum turnover £2,000 per annum; exceptionally good prices will be forthcoming for suitable propositions; bankers, etc., references available; all transactions will be carried out for cash; prospective vendors are invited to communicate immediately in strict confidence.

P.H.C. WANTS job, interest, or small business, such as fancy drapery, or clean "general," in good-class district in or around Southampton or Bournemouth; middle-aged; active; good references to houses; near secondary boys' school, with house acc. 51/49, Office of this Paper.

REQUIRED immediately, several Businesses in the Southern Counties showing turnovers of £2,000 per annum and upwards; good prices will be paid for suitable propositions, and negotiations will be completed forthwith; references available if required; exceptional and genuine opportunity to dispose of your business at an attractive figure; all replies treated in strict confidence. 269/728, Office of this Paper.

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EAST HORSLEY (between Leatherhead and Guildford).

EXCELLENT Opportunity for Chemist wishing to create personal, high-class practice; shop available in handsome terrace of 19; good, improving business position; rent of shop, including two self-contained flats over, only £155; 1 flat already let at £57 per annum.

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AN UNEXPLOITED POSITION.—Suitable for Chemist, Dentist, etc.; Knightsbridge; vacant premises in busy side street; rent £100 p.a., exclusive; long lease. Apply Owner, C. H. Lord, 72 Victoria Street, S.W.1. Telephone: Vic. 2091.

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HIGH-CLASS Shops to Let in new parade in best part of High Road, Streatham, from £140-£500 per annum. Apply Letting Manager, 17 Streatham High Road, 'phone Streatham 9627, or Bell Investment Trust, Ltd., 115 Park Street, Mayfair, W.1. 'Phone Mayfair 4201.

NEW Shops to Let; premier trading position, adjoining Woolworths, in populous N.W. Suburb; moderate rents; fine opening for Chemist. Apply Owner's Agents, G. C. Wood & Co., The Clock House, High Road, Wembley. Tele.: Wembley 3866.

SHOP and Flat to Let; Claygate, opposite MacFisheries; only vacant shop in busy Station Parade; suitable opening for good Chemist. Apply to Owner, Mrs. Wilkins-Tilley, Fairlawn, Claygate, before 11 a.m. 'Phone: 223 Esher.

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ACTUALLY ADJOINING DOCTORS' SURGERY,

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£100 DOWN AND 22/11 WEEKLY,

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BIRMINGHAM (South Side).—Wanted, Qualified Lady Assistant, young, for Counter and Dispensing; state experience (if any), salary expected and when free. 50/19, Office of this Paper.

BIRMINGHAM.—Unqualified Junior; used to Counter, N.H.I. and Photography; state references, salary and when disengaged. 50/4, Office of this Paper.

BRISTOL.—A Junior wanted, one just finished apprenticeship will do. Write, giving age, references and salary required, 51/16, Office of this Paper.

BRISTOL.—Immediately; young Unqualified Assistant of smart appearance and address; reliable, quick and accurate Dispenser, Windows and Counter; only those seeking permanency need apply. Full particulars, references and salary required to Burnett & Turner, Chemists, 1 Whiteladies Gate, Clifton, Bristol.

EAST KENT.—Qualified Man, with Managing experience, for single-handed branch; good Counterman, Window-dresser and Prescriber; permanency to reliable man. Photo and particulars to 53/2, Office of this Paper.

W.C.1.—QUALIFIED Assistant (male); good London experience and smart appearance essential. Apply, with full particulars, age and when at liberty, P.C.B. 181/28, Office of this Paper.

A JUNIOR Lady Assistant required for North London Pharmacy; must be a good Window-dresser and a quick Counter-hand; please state age, experience and salary required; successful applicant will be replied to in 3 days; stamped and addressed envelopes not required. 269/726, Office of this Paper.

AN experienced Young Lady Toilet Assistant required (between 20 and 25); must reside locally. F. R. Simnett, Chemist, High Street, Beckenham, Kent.

ASSISTANT; good Salesman and Window-dresser; must have Agricultural experience. Apply, stating age, experience, salary, references (and photo if possible), Holroyd, Chemist, Driffield.

ASSISTANT, Qualified, single (male) for branch; smart appearance; good Salesman and obliging; must be a good Window-dresser; give full particulars re salary, etc., in first letter; letters unanswered in four days respectfully declined. John, 118 Cowley Road, Uxbridge, Middlesex.

JUNIOR Assistant required, either sex. Please give full particulars by letter to Alen, Chemist, Jubilee Parade, Snakes Lane, Woodford.

JUNIOR Improver wanted. Usual particulars to Leach & Son, Chemists, Macclesfield.

LADY Assistant, Qualified, required in Retail Business in N.E. London. Replies, giving full particulars, age, previous experience, salary expected and two references, to F.C.B. 181/7, Office of this Paper.

LADY Assistant required; must be experienced in all branches of the trade; Dispensing, Photographic, Counter. Please apply by letter, in strictest confidence, Brown, Chemist, Bearwood, Birmingham.

LADY Assistant, Unqualified; state age, experience, height and salary required; references in first letter; enclose snap, to be returned; Scot preferred, not essential. Apply Chemist, 360 Upper Richmond Road, East Sheen, S.W.14.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

MANAGER (about 26-30), small City business; good Window-dresser, Counterman, with Photographic experience. Full particulars of experience, references, photo and salary expected to Lomax, Ltd., 234 Deansgate, Manchester, 3.

MANAGER, Qualified, for small branch in mining village (South); applications not answered in four days respectfully declined. Full particulars to 51/32, Office of this Paper.

M.P.S., LADY or Gentleman, for very Light Retail, mostly dressers, own proprietaries; easy and pleasant duties; no Sundays, Thursday closing 1 p.m.; age immaterial, but personality required; state salary and usual particulars; all letters (excepting those with photos) not answered in 5 days will be respectfully declined; Chiropody an asset; London, N. 52/2, Office of this Paper.

QUALIFIED Assistant (about 25), Male, wanted; experienced in Dispensing (N.H.I.) and Window-dressing, and able to take charge. J. M. James, M.P.S., 388 Uxbridge Road, W.12.

QUALIFIED Assistant Manager required, South Coast; elderly not objected to. Apply, with references, wages required, photograph, to 269/725, Office of this Paper. Application not answered in 4 days declined with thanks.

QUALIFIED Chemist required by the Grays Co-operative Society, Ltd.; salary £5 10s. per week, progressive. Applications, stating age, qualifications, trade union and giving two references, to be sent to 68 High Street, Grays, on or before November 9th. Envelopes endorsed "Chemist."

QUALIFIED Lady for North Wales coastal town; reliable Dispenser; active and obliging at Counter; good knowledge of Photography and Toilets; light business, with permanency for suitable person; recently qualified; state salary and all particulars in first letter. Apply 269/724, Office of this Paper.

QUALIFIED Lady required for Retail Dispensing business; comfortable berth. Write, stating particulars and salary required, to 51/29, Office of this Paper.

QUALIFIED Man wanted for Light Retail business near Manchester. State full particulars and salary required to "C.," Holly House, Liverpool Road, Cadishead, near Manchester.

QUALIFIED Managing Assistant (age 30-4/), gentlemanly; good Counter and Dispensing; Photographic-Optical preferred, not essential; state salary. Full particulars, Lane, 100 Western Road, Hove.

REQUIRED, permanency, Young Unqualified Male Assistant (19-22 years); good gentlemanly appearance for high-class Counter Trade. Write, stating experience, photograph and refs. essential, and wages (live out), Gordon Morum, Chemist, Arcade, Guernsey, Channel Isles.

SMART, energetic, Qualified Assistant. Apply, with full particulars, Price & Co., 139 Bordesley Green, Birmingham.

UNQUALIFIED Assistant (under 35 preferred), Male, wanted for branch; must be an accurate Dispenser and accustomed to quick Counter trade. Apply, stating age, experience, salary required, to Head Office, Wm. Fox & Sons, Ltd., 109-111 Bethnal Green Road, London, E.2 (10 minutes from Liverpool Street).

UNQUALIFIED; permanency; middle-class busy shop; for Counter, Dispensing and Windows; state age, height, when free, salary required; give references; photo if possible. Atkinson, Chemist, Southend-on-Sea.

WANTED.—Qualified Assistant, lady or gentleman; capable Dispenser and good all-round worker; small business, London, E., near City; state age, experience and salary (must be moderate); letters unanswered in 7 days respectfully declined. Write "Pharmacist," 88 Eden Road, Walthamstow.

YOUNG Man, Unqualified, wanted immediately. Full particulars, salary, etc., to Reynolds, 85 Wood Street, Walthamstow, E.17. No stamped addressed envelopes, please. Applications not answered in 5 days respectfully declined.

YOUNG Man, with Counter experience, wanted as Junior in a London Pharmacy; good character essential. Give all particulars, with salary required, to "C. E. H.," P.C.B. 181/19, Office of this Paper.

WHOLESALE.

AMPOULES.—Leading London Manufacturing Chemists require Man for Preparation of Solutions for Ampoules; also Young Lady for Filling and Sealing; previous experience essential in both cases. Apply by letter, giving full particulars, to 50/26, Office of this Paper.

FINE Pharmaceutical Chemicals.—Northern Wholesale House require man with practical knowledge of the Manufacture of various Fine Pharmaceutical Chemicals. Send fullest particulars of experience, etc., to 269/723, Office of this Paper.

REGISTERED Pharmacists required to call upon Doctors, Medical Institutions and Chemists; previous knowledge of this work not essential, but preference given to applicants with experience of the work and established territorial knowledge; vacancies in Scotland, Yorkshire, West Country, Eastern Counties. 269/729, Office of this Paper.

REPRESENTATIVE required by Wholesale and Manufacturing Chemists and Druggists for London districts; applicants must have established connection in Drugs, Chemicals, Galenicals, etc. Apply in first instance to 51/44, Office of this Paper.

REPRESENTATIVE required for the Midlands for a well-known Proprietary Line; good salary and commission to the right man; must have connection amongst Chemists and good previous experience. Please state age and other particulars to 269/720, Office of this Paper.

REMUNERATIVE Sideline involving little extra work can be offered by Medical Agency in North to Travellers in constant touch with Medical Profession. Reply in strict confidence to 268/715, Office of this Paper.

REPRESENTATIVE wanted, preferably with some experience and connection, for Medical and Surgical Supplies; investment available if desired, after satisfactory trial. 49/7, Office of this Paper.

REPRESENTATIVE, young and energetic, for the Midlands, wanted by well-known Manufacturing House; applications invited from men with selling ability, good personality and established connection; some Retail experience necessary, and must be resident in Birmingham. Write, stating age, experience, remuneration required and when available, 269/717, Office of this Paper.

REPRESENTATIVES required on commission basis for old-established line; for Staffordshire, Leicestershire, Lincolnshire, Nottinghamshire, Warwickshire and all South England, also South Wales; preference to those already covering ground. 269/714, Office of this Paper.

REQUIRED for January next, two Representatives for calling on Provincial Doctors. Send particulars of previous experience and salary required to 269/719, Office of this Paper.

SHORTHAND Typist required for City Wholesale Druggists; knowledge of Drugs essential. Apply by letter, giving full particulars and salary required, to 269/721, Office of this Paper.

TRAVELLERS required for London, England and Scotland, for sale of Patented Safety Razor Blade; Patent new edge, superior to all others, fits all holders; men who are well introduced in the various buying trades will be given Sole Agency for 5 years, with large commission on all orders from allotted districts; commission basis only, but very effective backing. Write 269/727, Office of this Paper.

WANTED by large firm of Manufacturing Chemists in Midlands, Young Lady for Works Laboratory, with practical experience in the Manufacture of Cosmetics and Toilet Articles; ability to carry out Experimental Work essential. 269/716, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—QUALIFIED Chemist, young, seeks position in high-class Pharmacy; City and West End experience; Manager or Assistant; free. Apply P.C.B. 181/27, Office of this Paper.

A.A.—CAPABLE and energetic Assistant; tall; Unregistered; hard worker; 30 years' experience in all capacities; disengaged; Manager or Senior; permanency or locum. Haigh, 34 Ormiston Road, Shepherd's Bush, W.12.

A.A.—LOCUM or permanent; tall; experienced all branches; London, seaside; Unregistered; senior; now free. "Mac," Wotton-under-Edge, Glos.

A.A.—QUALIFIED Assistant (22); tall; smart appearance and good personality; reliable and conscientious worker; excellent high-class Dispensing and Retail experience. Osborn, Bay Tree, Loudwater, Bucks.

A QUALIFIED Assistant or Manager (56); tall, energetic, trustworthy; highest references; permanency or locum. "M.P.S.," 210A The Grove, Hammersmith, W.6.

A QUALIFIED Scot (27); tall; 10 years' experience (London and country) Dispensing, Counter, Window-dressing; as Manager or Qualified Assistant; disengaged. "Chemist," 49 Aberdare Gardens, Hampstead, N.W.6.

A SSISTANT, Scot; 8 years' Retail and Wholesale all-round experience; free; refined. Stephen, 32 Raul Road, Peckham, S.E.15.

A SSISTANT, tall, Unqualified; conscientious, honest; sound experience Dispensing, Counter-work, Photography, Window-dressing; whole or part time; moderate salary; London area. 51/7, Office of this Paper.

A SSISTANT, Unqualified; Dispensing and Counter; disengaged; locum or permanency. "W.," 58 Northcroft Road, W.13.

A SSISTANT, Unqualified; 16 years' experience; Counter, Stock-room, good Window-dresser; charge of D. & P. department; no Dispensing; undeniable references. Goodall, 42 Eastcastle Street, W.1.

A SSISTANT (27), Male, seeks position; London or near; 10 years' all-round experience; excellent references; disengaged. Byrne, 128 Sutherland Avenue, Maida Vale, W.9. Abercorn 3139.

A SSISTANT (30) seeks post on All-Night Pharmacy Night Staff; American and Continental experience; thoroughly experienced English Pharmacy; fully trustworthy; free one week; moderate salary. P.C.B. 181/17, Office of this Paper.

A SSISTANT (22), smart appearance and good personality; energetic; excellent high-class Dispensing and Counter experience; available at short notice. Apply Holmes, c/o Tamplins, Chemists, Eden Street, Kingston-on-Thames.

CHEMIST, young, requires position in high-class Pharmacy; good experience in all departments; Manager or Assistant; free. Apply P.C.B. 181/26, Office of this Paper.

DISPENSER and Assistant, Lady (27); good appearance and personality; Unqualified; 9 years' practical experience; thoroughly competent; reliable; now at liberty. 51/52, Office of this Paper.

EVENING post; Qualified; West End experience all branches; highest references; Chemist or Doctor; London. 51/22, Office of this Paper.

EXORS. deceased Pharmacists or others requiring experienced, reliable, capable Manager write, giving full particulars of post offered, 51/3, Office of this Paper.

EXPERIENCED Qualified Locum or Relief; well recommended; £4 4s.; disengaged. "Chemist," 33 Henryson Road, Chudleigh Road, Brockley, S.E.4.

JUST QUALIFIED.—Lady (23), Square-trained, seeks post as Assistant; moderate salary; locum or permanency; S.E. London or Kent districts preferred. Bishop, "Dulcamara," Nottingham Lane, Nottingham, S.E.9.

LADY, as Assistant Dispenser to elderly Chemist; many years' experience; Unqualified; willing to assist in light household duties; middle-aged; seaside or country; disengaged. "M. S.," 62 Padwell Road, Southampton.

LADY Dispenser, young; Hall certificate; experienced; part or whole time; near City. St. John's Vicarage, 400 Commercial Road, E.1.

LADY Dispenser desires post; part or full time; Hall; experienced; knowledge Book-keeping, Typing; Brighton or near. 8 Prestonville Road, Brighton, 1.

LADY, Qualified; good Assistant and Dispenser; town and seaside experience; free at one month's notice. 51/33, Office of this Paper.

LADY, Unqualified; young, energetic, pleasant business manner; 12 years' Dispensing and Counter experience; D. & P.; suit elderly Chemist; indoors or out. Watson, Whitehaven Road, Cleator Moor, Cumberland.

LOCUM, disengaged November 2, town or country; highest references; reasonable terms; any period. "Chemicus," 56 Rudloe Road, Balham, S.W.12.

LOCUM or Part-time; permanency preferred; all-round man; 30 years' best West-End, London and Provincial experience; unregistered; town or country. Smith, 42 Longcross Street, Cardiff.

LOCUM, permanency with view succession; tall (39); all-round experience; disengaged November 1. "M.P.S.," 98 Newcomen Road, Wellingborough.

MANAGER; locum, part-time; S. and M.; all-round sound experience. Davis, 164 Clapham Road, S.W.9. Telephone: Reliance 2741.

MANAGER (26; 5 ft. 10 in.); all-round experience, including Buying; interested in Window-dressing and Display. Field, The Mount, Skelmanthorpe, Huddersfield.

MEDALLIST.—Qualified Male (23), single, requires position as Assistant in good-class Pharmacy; Managerial experience; well recommended. "T.," 17 Westminster Road, Whitehall, Bristol.

M.P.S.—EDINBURGH-TRAINED in all branches; male, young, tall; free now; excellent references. Milne, 6 Grierson Road, Edinburgh.

M.P.S., F.S.M.C. (26) requires responsible position. Noble, 18 Ferme Park Road, London, N.4.

M.P.S., F.S.M.C. (30); 6 years Manager; excellent Assistant in all branches; experience in all branches; own Optical equipment; willing open and develop Optical department to established business; seeks responsible post in or near London; free shortly. Hill, 185 Clapham Road, S.W.9.

NEWLY Qualified, male, desires further experience in Dispensing and Counter work; used to N.H.I. Dispensing. O. Falshaw, "The Gables," Thornton Avenue, Morecambe.

PART-TIME Junior Assistant, West-End experience, requires time for study. "Advertiser," 36 Beversbrook Road, N.19.

QUALIFIED Chemist, elderly, active, reliable, desires post as Superintendent; light duty; short hours; terms reasonable. 51/41, Office of this Paper.

QUALIFIED desires change; first-class all-round experience; young, energetic; capable of taking charge; highest references; interview arranged. 50/13, Office of this Paper.

QUALIFIED; experienced, capable; late Manager and Owner; locum or permanency; free. "M.P.S.," 6 Westleigh Park, Bristol.

QUALIFIED Lady requires permanency, locum or part-time post; good general experience; would manage business. "Chemist," 5 Randolph Gardens, N.W.6.

QUALIFIED Manager (29), single, with a varied experience of many years in both town and country districts, desires situation to commence November 25th or any later date; first-class references available. F. G. Tolman, c/o Mrs. Young, The Parade, Liskeard, Cornwall.

QUALIFIED requires Dispensing, whole or part-time; well recommended. "Chemist," 7 Wellesley Avenue, Ravenscourt Park, W.6.

QUALIFIED (34); abstainer; locum or permanent; London only; available short notice. Leonard, 46 Clapham Road, Stockwell, S.W.9.

QUALIFIED (29), at present managing, seeks similar position in middle-class Pharmacy; varied experience in London and Provinces; free one month from engagement. 51/40, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

QUALIFIED (25) desires permanency; Senior or Manager; good Dispensing experience, Prescribing, Counter and Window-dressing; excellent references; free. 50/2, Office of this Paper.

QUALIFIED (27), 10 years' experience, 3 years Manager, requires position in London or suburbs, with evenings free Tuesdays and Thursdays; moderate salary. Robinson, 5 Station Road, Bromley, Kent.

UNQUALIFIED Assistant seeks position in good-class Pharmacy; 8 years' experience in Retail trade; N.H.I. and Private Dispensing; good Window-dresser; Photographic work. "Y-Lety," Coity, Bridgend, Glam.

UNQUALIFIED (bachelor), 25 years' experience sole control, desirous Managing small business or Drug Store. Heely, 259 Underhill Road, S.E.22.

UNQUALIFIED (35); Dispensing, Counter; 9 years one post; disengaged; permanency; country preferred. "S," 20 Longland Road, Wallasey, Cheshire.

YOUNG Lady, Hall certificate, requires situation; good experience Counter and Dispensing; excellent references; disengaged. E. Burman, 7 Albert Road, Wolverhampton.

WHOLESALE.

A MOST successful Representative; resident in Edinburgh; large, valuable connection Physicians, Pharmacists, Dentists, Hospitals; highest credentials; special Medical Interviewer and Trade Salesman. "Aspirin," 8 Kaimes Road, Edinburgh, 12.

A THOROUGHLY competent and well-known Representative, 16 years' established connection whole of London Stores, Chemists and Hairdressers, Wholesale and Retail, desires appointment with house of repute; specialist in Propaganda; undeniable credentials; own car. Particulars to "Energy," 51/53, Office of this Paper.

A DVERTISER desires post Representative; 15 years present firm; seeks change from Retail; own car; moderate salary; Kent preferred; forward engagement considered. 50/18, Office of this Paper.

A DVERTISER, experienced in Manufacture of Toilet and Perfumery Goods, also Drug Trade, desires re-engagement; conscientious worker; capable taking charge; good references. C/o Wilson, 5 Coldharbour Lane, Hayes, Middlesex.

A DVERTISER (34) desires position in Wholesale House, South or Midlands, as Checker or Stock-keeper; 18 years' experience; hard worker; good timekeeper; highest references. 50/17, Office of this Paper.

A N Energetic Representative, at present with leading Toilet House, desires similar position, and offers excellent references and connection in South Yorkshire, Lancashire, Cheshire, Derbyshire, Nottinghamshire and Lincolnshire. 53/1, Office of this Paper.

C APABLE Forewoman; young; 10 years' experience in Pharmaceutical and Toilet Preparations. Hardy, 8 Fourth Avenue, Queens Park, Paddington.

C OMPOUNDER, Perfumery and Flavouring Essences, requires change. P.C.B. 181/18, Office of this Paper.

E XPERIENCED Representative, sound connection Chemists, Lancs and Yorks, desires to represent good house; expenses and commission; own car. 51/48, Office of this Paper.

E XPERIENCED Representative, sound connection with Chemists, Hairdressers, Wholesalers, etc., in Nottinghamshire and Lincolnshire, desires to represent good house. 44/48, Office of this Paper.

F IRST-CLASS established Agent, Northern Counties and Scotland, desires good Proprietary House; exceptional connection Chemists, Stores, etc.; own car. 51/15, Office of this Paper.

F IRST-CLASS pioneer and Speciality Salesman (38); wide experience with Medicinals, Cosmetics and Sundries, Chemists, Hairdressers and Stores, Medical and Dental professions, London, Midlands, West Country and Wales; many years with leading London house; own car. P.C.B. 181/22, Office of this Paper.

F IRST-CLASS Representative, with connection amongst Chemists and Doctors, London and Suburbs; disengaged; own car; propaganda and/or trade work. "F. P.," 26 Culmington Road, West Ealing, W.13. 'Phone: Ealing 5057.

G ENTLEMAN (24), 7 years' experience Retail Pharmacy, desires Representation Midlands, Lancs or Yorks; interview in London if desired. 51/20, Office of this Paper.

I WISH to Represent the Manufacturers of the following lines on commission: Toilet Rolls, Cosmetics, Sanitary Towels or Perfumes; ground covered from Leeds to Newcastle-on-Tyne; own car; only firms of repute need to reply. 49/1, Office of this Paper.

Q UALIFIED Pharmacist (29), experienced in Medical Propaganda, seeks engagement with first-class Manufacturing house offering permanency and scope for progress; good appearance, personality; knowledge Therapeutics; interviewing ability; resident London. 51/38, Office of this Paper.

R EPRESENTATIVE, many years personally connected London Chemists, Stores, Hairdressers, desires appointment; highest references; salary basis only; disengaged 9th inst. P.C.B. 181/23, Office of this Paper.

R EPRESENTATIVE, 10 years' continual connection Chemists, Hairdressers, South-West (including Bristol), Blades, Razors, desires non-competitive line; salary, commission. 50/12, Office of this Paper.

T ABLET Maker/Coater, with knowledge of Pills, Lozenges, etc.; can take charge of small department and enlarge if necessary. 51/46, Office of this Paper.

T OILETRY; PERFUMERY; PHARMACEUTICAL AND BUYER.—Thoroughly Practical Man (25) requires position; Manchester or district preferred; able to control; excellent references. 50/28, Office of this Paper.

Y OUNG Man (22), tall; sound knowledge of Chemists' Patents and Proprietaries; familiar with Drugs; would drive car. 51/25, Office of this Paper.

Y OUNG Unqualified Chemist desires position as Representative; Sundries, Toilets or Chemists' Confections; North preferred; 6 years' Retail experience; at present employed by multiple firm; will invest and provide own car; bank reference. 50/27, Office of this Paper.

9 YEARS' Experience.—Young Man desires change of position; experienced Pills, Tablets and Coating; London and North. 51/34, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

N ATIONAL Cash Register; prints and adds sales; modern model; perfect; must sell. Write R. Eaton, 60 Chalk Hill Road, Wembley.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

C ASH REGISTERS, NATIONAL, all kinds; total adders, ticket issuers, printers, etc.; box cash tills, fully guaranteed; no reasonable offer refused; all reliable makes bought, sold, exchanged, repaired; easy terms. Also Shop Fronts, Alterations, Fascias, Neon Signs, etc.; estimates free. Write, 'phone or call, AMALGAMATED BUSINESS MACHINES, LTD., 78 Long Lane, Smithfield, E.C.1. ('Phone: National 0674.) D. Deiches, Director. Satisfaction guaranteed.

C HEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

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TREBLE'S for Shop Fronts, Second-hand Fittings, Fascias, Show Cases, Dispensing Screens, Drug Drawers, Counters, Window Fittings. Send your requirements; personal attention; estimates to suit all; established over a century. 549 Lea Bridge Road, Leyton, London, E.10.

G—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting, Signs and Modern Interior Fittings. Apply for Lists, **D. MATTHEWS & SON, LTD.**, "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

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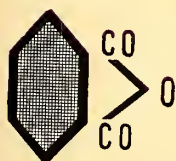
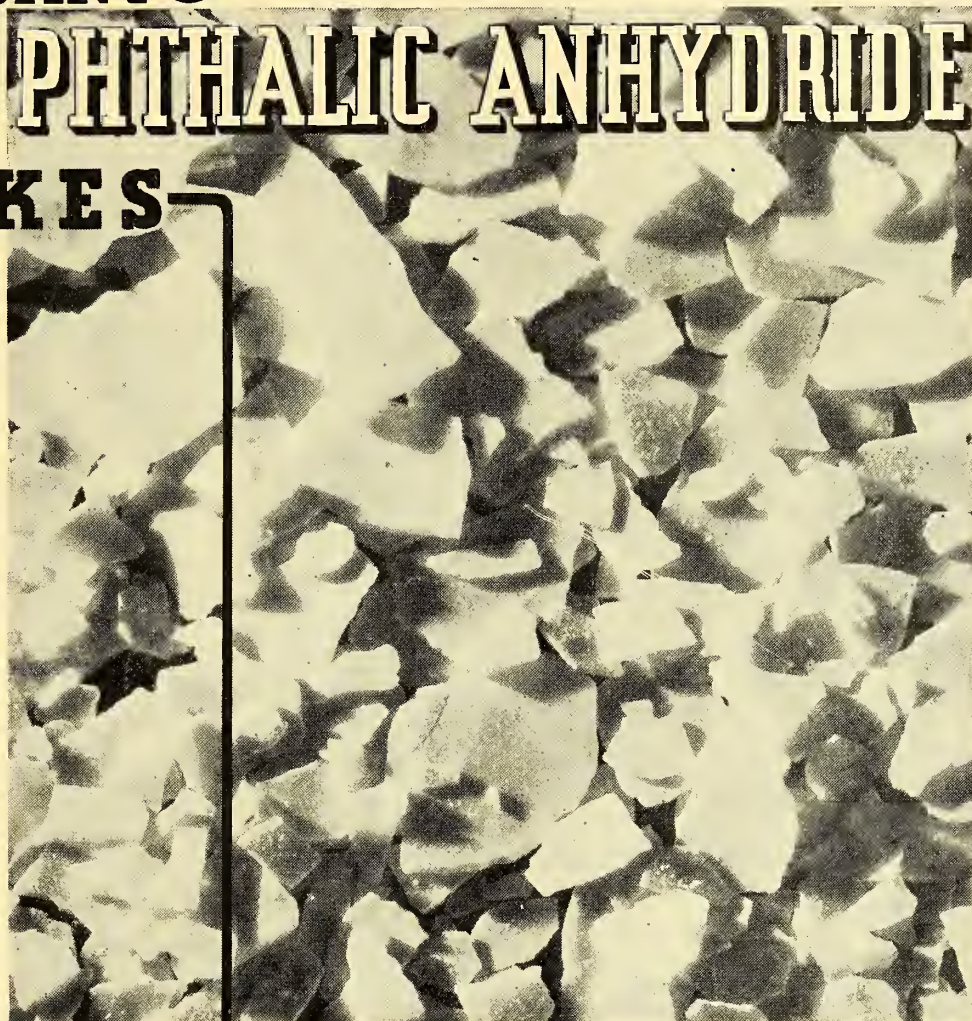
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